

Figure 1

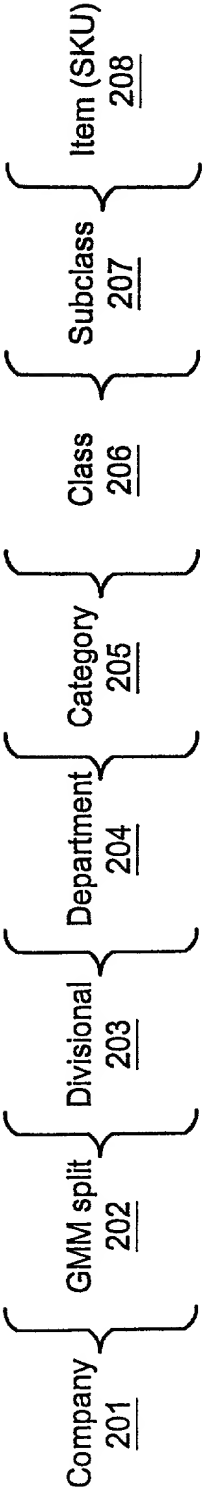


Figure 2

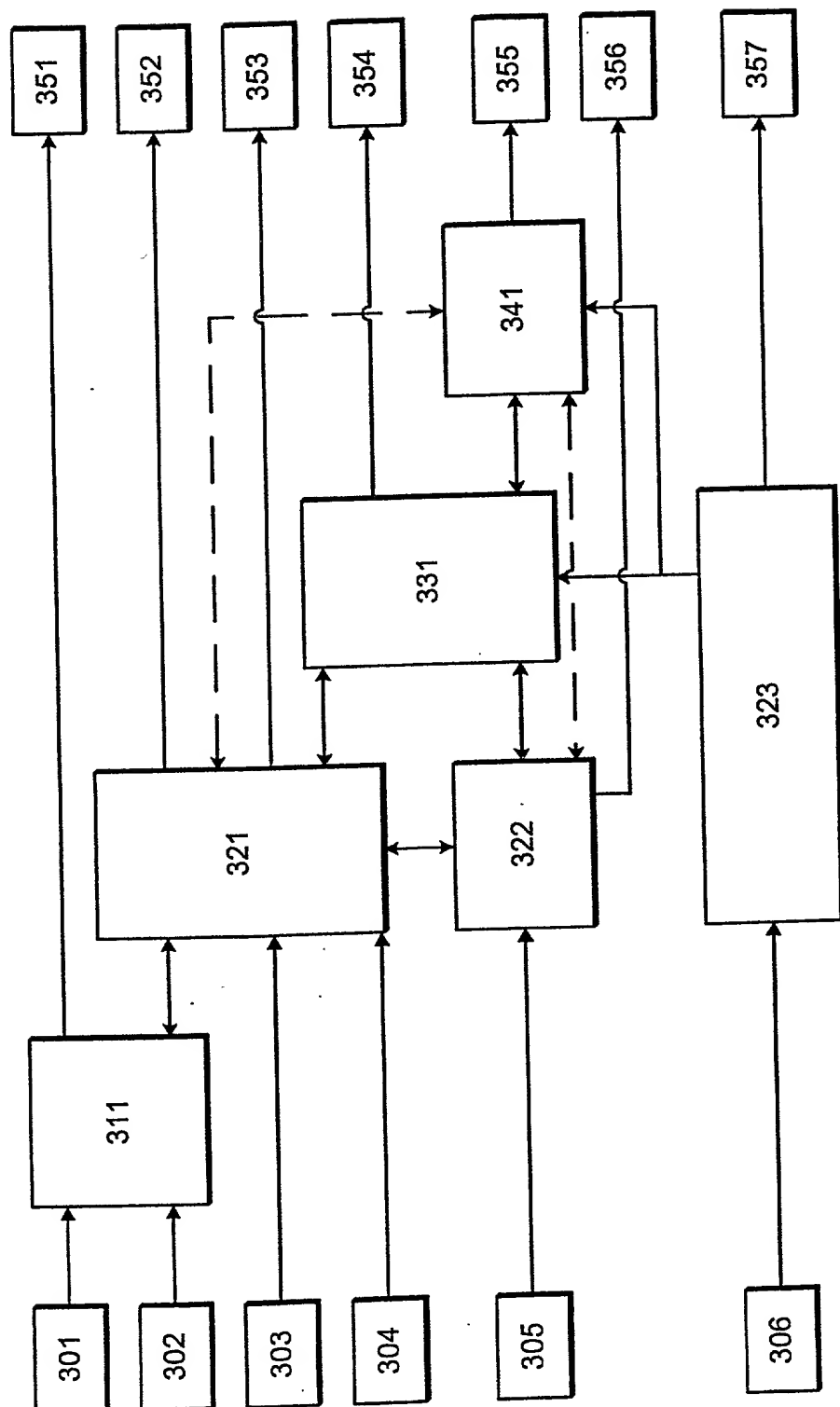


Figure 3

Planning Daily Item Sales and Inventory Report

Activity: Dept 081

UserID: BIII C

Report date: 06/30/01

SKU Numl Description	Date	Total Store & DC Onhand/ Intransit (units)	Total Store Onhand/ Intransit (units)	DC Average Onhand (units)	DC Statistical Onhand (units)	Received Firm POs today (units)	Received Notional POs Orders (units)	All Stores Projected Daily Sales (units)	All Stores Lost Sales (units)
367980 Brand A 12 oz Normal Shampoo	08/12/01	2228	2228	0.0	-3765.0	0	0.0	92	6.3
367981 Brand A 12 oz Normal Shampoo	08/13/01	2140	2140	0.0	-3855.8	0	0.0	88	10.0
367982 Brand A 12 oz Normal Shampoo	08/14/01	2059	2059	0.0	-3939.5	0	0.0	81	16.9
367983 Brand A 12 oz Normal Shampoo	08/15/01	5528	1982	3546.0	-473.0	3546	0.0	77	20.7
367984 Brand A 12 oz Normal Shampoo	08/16/01	5452	5452	0.0	-650.7	0	0.0	76	22.4
367985 Brand A 12 oz Normal Shampoo	08/17/01	5378	5378	0.0	-626.7	0	0.0	74	24.2
367986 Brand A 12 oz Normal Shampoo	08/18/01	5306	5306	0.0	-701.0	0	0.0	72	26.1
367987 Brand A 12 oz Normal Shampoo	08/19/01	5237	5237	0.0	-773.8	0	0.0	70	28.5
367988 Brand A 12 oz Normal Shampoo	08/20/01	5168	5168	0.0	-845.7	0	0.0	69	29.5
367989 Brand A 12 oz Normal Shampoo	08/21/01	5100	5100	0.0	-916.7	0	0.0	68	30.2
367990 Brand A 12 oz Normal Shampoo	08/22/01	5034	5034	0.0	-985.7	0	0.0	66	32.1
367991 Brand A 12 oz Normal Shampoo	08/23/01	4970	4970	0.0	-1052.5	0	0.0	64	34.1
367992 Brand A 12 oz Normal Shampoo	08/24/01	4907	4907	0.0	-1117.8	0	0.0	63	35.4
367993 Brand A 12 oz Normal Shampoo	08/25/01	4847	4847	0.0	-1180.4	0	0.0	60	38.0
367994 Brand A 12 oz Normal Shampoo	08/26/01	4790	4790	0.0	-1240.2	0	0.0	58	40.5
367995 Brand A 12 oz Normal Shampoo	08/27/01	4696	4696	0.0	-1339.1	0	0.0	93	4.7
367996 Brand A 12 oz Normal Shampoo	08/28/01	8149	4603	3546.0	2108.3	3546	0.0	93	4.6
367997 Brand A 12 oz Normal Shampoo	08/29/01	8054	5549	2505.3	2008.3	0	0.0	95	3.5
367998 Brand A 12 oz Normal Shampoo	08/30/01	7950	5542	2417.7	1912.4	0	0.0	95	3.5
		402	408	410	412	416	418	420	422

Figure 4

Planning Monthly Item Performance Summary
Activity: Department 268
UserID: Tom C
Report date: 06/30/01

All Stores Revenue Dollars			512 \ TY 514 \ LY		
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	Frst/Actl (dollars)	Actual (dollars)
2002 March	2409845	Teal Mock T Forward Cut XXL	Actual	6,264	4,898
2002 April	2409845	Teal Mock T Forward Cut XXL	Actual	5,985	5,851
2002 May	2409845	Teal Mock T Forward Cut XXL	Actual	6,953	6,033
2002 June	2409845	Teal Mock T Forward Cut XXL	Actual	6,754	6,877
2002 July	2409845	Teal Mock T Forward Cut XXL	Forecasted	6,455	4,697
2002 August	2409845	Teal Mock T Forward Cut XXL	Forecasted	7,153	6,523
2002 September	2409845	Teal Mock T Forward Cut XXL	Forecasted	5,774	5,124
2002 October	2409845	Teal Mock T Forward Cut XXL	Forecasted	8,377	6,000
2002 November	2409845	Teal Mock T Forward Cut XXL	Forecasted	11,037	5,519
2002 December	2409845	Teal Mock T Forward Cut XXL	Forecasted	12,145	10,228
2002 January	2409845	Teal Mock T Forward Cut XXL	Forecasted	8,156	4,448
2002 February	2409845	Teal Mock T Forward Cut XXL	Forecasted	11,596	7,464
2003 March	2409845	Teal Mock T Forward Cut XXL	Forecasted	9,223	6,264
2003 April	2409845	Teal Mock T Forward Cut XXL	Forecasted	9,829	5,985
2003 May	2409845	Teal Mock T Forward Cut XXL	Forecasted	10,363	6,953
2003 June	2409845	Teal Mock T Forward Cut XXL	Forecasted	9,948	6,754
Gross Margin			TY vs		
LY	TY	Actual	Frst/Actl (percent)	Actual (percent)	
28%	80.0%	76.5%	79.4%	76.5%	
2%	79.4%	81.4%	80.7%	81.4%	
15%	76.9%	80.7%	77.1%	80.7%	
44%	76.2%	78.0%	79.7%	78.0%	
37%	79.2%	77.1%	79.7%	77.1%	
10%	75.8%	79.7%	77.2%	79.7%	
13%	77.2%	81.8%	76.0%	81.8%	
40%	76.0%	74.8%	83.0%	74.8%	
100%	83.0%	76.2%	83.0%	76.2%	
19%	83.0%	81.6%	83.4%	81.6%	
83%	83.4%	69.9%	84.4%	69.9%	
55%	84.4%	77.8%	85.0%	77.8%	
47%	85.0%	80.0%	84.3%	80.0%	
61%	84.3%	79.4%	83.5%	79.4%	
49%	83.5%	76.9%	83.5%	76.9%	
47%	83.5%	76.2%	83.5%	76.2%	
DUS + All Stores Inventory			GMROI		
TY	Frst/Actl (Retail \$)	LY	TY	Frst/Actl (percent)	
\$	17,946	\$	20,682	127.2%	
\$	18,729	\$	27,874	1465%	
\$	24,315	\$	25,912	1047%	
\$	20,587	\$	18,398	1263%	
\$	22,489	\$	16,612	1110%	
\$	21,647	\$	21,027	1393%	
\$	20,665	\$	19,945	1368%	
\$	18,101	\$	21,410	1370%	
\$	19,499	\$	18,750	1913%	
\$	21,007	\$	29,255	1843%	
\$	17,821	\$	15,390	2499%	
\$	21,667	\$	29,922	2681%	
\$	18,878	\$	17,646	3304%	
\$	18,430	\$	18,729	3996%	
\$	18,907	\$	24,315	4181%	
\$	17,309	\$	20,587	4181%	
Inventory Turns			Inventory Turns		
LY	TY	Actual	TY	Frst/Actl (fraction)	
2.84	4.26	2.52	3.83	2.52	
2.79	3.43	10.47%	3.94	2.79	
3.05	3.94	12.63%	3.44	3.05	
3.72	3.87	11.10%	3.35	3.72	
3.08	3.35	13.68%	5.55	3.08	
3.53	6.79	137.0%	6.94	3.53	
3.47	5.49	184.3%	6.42	3.47	
2.99	6.42	249.9%	5.86	2.99	
4.26	5.86	330.4%	6.27	4.26	
3.83	6.27	399.6%	6.58	3.83	
3.94	6.58	418.1%	6.90	3.94	

Figure 5

Planning Monthly Department Performance Summary
 Activity: Department 288
 UserID: Tom C
 Report date: 06/30/01

All Stores Revenue Dollars									
502 \ 504 \	510 \	512 \	TY	632 \	TY	514 \	LY	634 \	TY vs
Fiscal Year	Fiscal Month	Actual/Forecasted	Frst/Actl	Budget	Budget	Actual	Actual	Budget	TY vs
			(dollars)	(dollars)	(percent)	(dollars)	(dollars)	(percent)	LY
2002 March	Actual	Actual	1,957,606	1,947,162	1%	1,579,892	1,579,892	1%	28%
2002 April	Actual	Actual	1,575,102	1,522,683	3%	1,828,302	1,828,302	3%	-14%
2002 May	Actual	Actual	2,242,961	2,017,254	11%	2,010,862	2,010,862	11%	12%
2002 June	Actual	Actual	1,777,350	1,763,234	1%	1,461,591	1,461,591	1%	22%
2002 July	Forecasted	Forecasted	1,744,605	1,817,730	-4%	1,423,254	1,423,254	-4%	23%
2002 August	Forecasted	Forecasted	2,103,932	2,196,365	-4%	1,863,799	1,863,799	-4%	13%
2002 September	Forecasted	Forecasted	1,862,498	1,524,856	22%	1,552,858	1,552,858	22%	20%
2002 October	Forecasted	Forecasted	2,792,448	2,754,824	1%	1,935,587	1,935,587	1%	44%
2002 November	Forecasted	Forecasted	3,153,360	3,042,855	4%	1,839,758	1,839,758	4%	71%
2002 December	Forecasted	Forecasted	3,917,746	3,308,793	18%	3,299,352	3,299,352	18%	19%
2002 January	Forecasted	Forecasted	2,265,454	1,945,686	16%	1,390,039	1,390,039	16%	63%
2002 February	Forecasted	Forecasted	3,410,470	2,772,804	23%	2,407,790	2,407,790	23%	42%
2003 March	Forecasted	Forecasted	2,492,690	2,405,061	4%	1,957,606	1,957,606	4%	27%
2003 April	Forecasted	Forecasted	2,469,050	2,231,952	11%	1,575,102	1,575,102	11%	57%
2003 May	Forecasted	Forecasted	3,047,941	2,882,961	6%	2,242,961	2,242,961	6%	36%
2003 June	Forecasted	Forecasted	2,986,982	2,882,961	4%	1,777,350	1,777,350	4%	66%
Gross Margin									
									518 \
									Frst/Actl
									(percent)
									79.2%
									78.7%
									74.5%
									74.7%
									61.2%
									77.4%
									77.9%
									76.0%
									82.1%
									80.3%
									81.7%
									81.9%
									82.6%
									82.6%
									82.7%
									82.7%
Inventory Turns									
									516 \
									Frst/Actl
									(fraction)
									2.75
									2.44
									2.98
									2.86
									3.29
									3.51
									3.27
									3.58
									3.65
									4.06
									3.36
									3.83
									4.53
									3.23
									3.75
									3.22
									3.65
									4.02
									3.30
									4.16
									5.48
									6.46
									4.07
									3.36
									3.83
									4.53
									3.23
									5.45
									6.60
									6.60
GMROI									
									528 \
									Frst/Actl
									(percent)
									1192%
									1157%
									1013%
									997%
									900%
									1229%
									1324%
									1370%
									1640%
									1784%
									2082%
									2366%
									2679%
									3074%
									3689%
									3689%
DCs + All Stores Inventory									
									524 \
									Frst/Actl
									(Retail \$)
									5,189,904
									5,852,758
									6,398,659
									6,640,981
									5,918,243
									5,850,612
									6,077,897
									5,839,061
									6,499,610
									6,002,135
									5,748,753
									6,018,715
									5,552,262
									4,980,960
									4,847,844
									4,847,844
									5,241,747
									5,241,747
									6,640,981
Inventory Turns									
									526 \
									Frst/Actl
									(fraction)
									4.53
									3.23
									3.83
									3.21
									3.54
									4.32
									3.68
									4.09
									5.82
									7.83
									5.56
									4.07
									3.36
									6.43
									5.02
									5.45
									7.54
									7.54
									6.60
									6.60
GMROI									
									528 \
									Frst/Actl
									(percent)
									1192%
									1157%
									1013%
									997%
									900%
									1229%
									1324%
									1370%
									1640%
									1784%
									2082%
									2366%
									2679%
									3074%
									3689%
									3689%

Figure 6

Planning Monthly Item Performance Summary
 Activity: Department 288
 UserID: Tom C
 Report date: 06/30/01

All Stores Revenue Dollars									
Fiscal Year	Fiscal Month	SKU Description	502 \ 504 \ 506 \ 508 \ 510		512 \ TY 632 \ TY 514		LY 634 \ TY		TY vs LY Actual (percent)
			Actual	Forecasted	Frst/Actl (dollars)	Budget (dollars)	Actual (dollars)	Budget (percent)	
2002 March	2002 March	2409845 Teal Mock T Forward Cut XXL	Actual		6,284	5,841	4,898	7%	
2002 April	2002 April	2409845 Teal Mock T Forward Cut XXL	Actual		5,985	4,568	5,851	31%	
2002 May	2002 May	2409845 Teal Mock T Forward Cut XXL	Actual		6,953	6,052	6,033	15%	
2002 June	2002 June	2409845 Teal Mock T Forward Cut XXL	Actual		6,754	5,290	4,677	28%	
2002 July	2002 July	2409845 Teal Mock T Forward Cut XXL	Forecasted		6,455	5,453	4,697	18%	
2002 August	2002 August	2409845 Teal Mock T Forward Cut XXL	Forecasted		7,153	6,589	6,523	9%	
2002 September	2002 September	2409845 Teal Mock T Forward Cut XXL	Forecasted		5,774	4,575	5,124	26%	
2002 October	2002 October	2409845 Teal Mock T Forward Cut XXL	Forecasted		8,377	8,264	6,000	1%	
2002 November	2002 November	2409845 Teal Mock T Forward Cut XXL	Forecasted		11,037	9,129	5,519	21%	
2002 December	2002 December	2409845 Teal Mock T Forward Cut XXL	Forecasted		12,145	9,926	10,228	22%	
2002 January	2002 January	2409845 Teal Mock T Forward Cut XXL	Forecasted		8,156	5,837	4,448	40%	
2002 February	2002 February	2409845 Teal Mock T Forward Cut XXL	Forecasted		11,598	8,318	7,464	36%	
2003 March	2003 March	2409845 Teal Mock T Forward Cut XXL	Forecasted		9,223	7,215	6,264	26%	
2003 April	2003 April	2409845 Teal Mock T Forward Cut XXL	Forecasted		9,629	6,696	5,985	44%	
2003 May	2003 May	2409845 Teal Mock T Forward Cut XXL	Forecasted		10,363	8,649	6,953	20%	
2003 June	2003 June	2409845 Teal Mock T Forward Cut XXL	Forecasted		9,948	8,649	6,754	15%	

Gross Margin				Inventory Turns			
TY vs LY Actual (percent)	TY Frst/Actl (percent)	TY Budget (percent)	LY Actual (percent)	TY Frst/Actl (fraction)	TY Budget (fraction)	LY Actual (fraction)	LY Budget (fraction)
28%	80.0%	78.5%	78.5%	4.26	3.61	2.84	2.84
2%	79.4%	79.0%	81.4%	3.83	2.85	2.52	2.52
15%	76.9%	78.6%	80.7%	3.43	3.75	2.79	2.79
44%	76.2%	78.7%	78.0%	3.94	3.22	3.05	3.05
37%	76.2%	77.5%	77.1%	3.44	3.65	3.39	3.39
10%	75.8%	75.2%	79.7%	3.97	4.02	3.72	3.72
13%	77.2%	78.8%	81.6%	3.35	3.30	3.08	3.08
40%	76.0%	79.3%	74.8%	5.55	4.16	3.36	3.36
100%	83.0%	80.4%	76.2%	6.79	5.48	4.20	4.20
19%	83.4%	77.1%	81.6%	6.94	4.07	3.47	3.47
83%	84.4%	78.1%	77.6%	5.49	6.42	2.99	2.99
55%	85.0%	79.1%	80.0%	5.86	5.02	4.26	4.26
47%	84.3%	78.9%	79.4%	6.27	5.45	3.83	3.83
61%	83.5%	78.1%	76.9%	6.58	6.60	3.43	3.43
49%	83.5%	78.1%	76.2%	6.90	6.60	3.94	3.94

GMROI				Inventory Turns			
TY Frst/Actl (percent)	TY Budget (percent)	LY Actual (percent)	LY Budget (percent)	TY Frst/Actl (fraction)	TY Budget (fraction)	LY Actual (fraction)	LY Budget (fraction)
1272%	1272%	1465%	1465%	4.26	3.61	2.84	2.84
1465%	1047%	1047%	1047%	3.83	2.85	2.52	2.52
1047%	1263%	1263%	1263%	3.43	3.75	2.79	2.79
1110%	1393%	1393%	1393%	3.94	3.22	3.05	3.05
1368%	1368%	1368%	1368%	3.44	3.65	3.39	3.39
1370%	1370%	1370%	1370%	3.97	4.02	3.72	3.72
1843%	1843%	1843%	1843%	3.35	3.30	3.08	3.08
2499%	2499%	2499%	2499%	5.55	4.16	3.36	3.36
2681%	2681%	2681%	2681%	6.79	5.48	4.20	4.20
3304%	3304%	3304%	3304%	6.94	4.07	3.47	3.47
3996%	3996%	3996%	3996%	5.49	6.42	2.99	2.99
4181%	4181%	4181%	4181%	5.86	5.02	4.26	4.26
				6.27	5.45	3.83	3.83
				6.58	6.60	3.43	3.43
				6.90	6.60	3.94	3.94

DCS + All Stores Inventory				Inventory Turns			
TY Frst/Actl (Retail \$)	TY Budget (Retail \$)	LY Actual (Retail \$)	LY Budget (Retail \$)	TY Frst/Actl (fraction)	TY Budget (fraction)	LY Actual (fraction)	LY Budget (fraction)
17,846	19,422	20,862	20,862	4.26	3.61	2.84	2.84
18,729	19,230	27,874	27,874	3.83	2.85	2.52	2.52
24,315	19,390	25,912	25,912	3.43	3.75	2.79	2.79
20,587	19,714	18,398	18,398	3.94	3.22	3.05	3.05
22,489	17,934	16,612	16,612	3.44	3.65	3.39	3.39
21,647	19,669	21,027	21,027	3.97	4.02	3.72	3.72
20,665	16,635	19,945	19,945	3.35	3.30	3.08	3.08
18,101	23,849	21,410	21,410	5.55	4.16	3.36	3.36
19,499	19,980	18,750	18,750	6.79	5.48	4.20	4.20
21,007	18,436	29,255	29,255	6.94	4.07	3.47	3.47
17,821	17,205	15,390	15,390	5.49	6.42	2.99	2.99
21,667	15,517	29,922	29,922	5.86	5.02	4.26	4.26
18,878	17,247	17,646	17,646	6.27	5.45	3.83	3.83
18,430	14,743	16,729	16,729	6.58	6.60	3.43	3.43
18,907	15,725	24,315	24,315	6.90	6.60	3.94	3.94
17,309	15,725	20,587	20,587				

Figure 7

Future Promotional Planning Report

Event: Diffuser

Begin Date: 8/20/2001

End Date: 9/16/2001

UserID: Tom B

Report Date: 6/28/2001

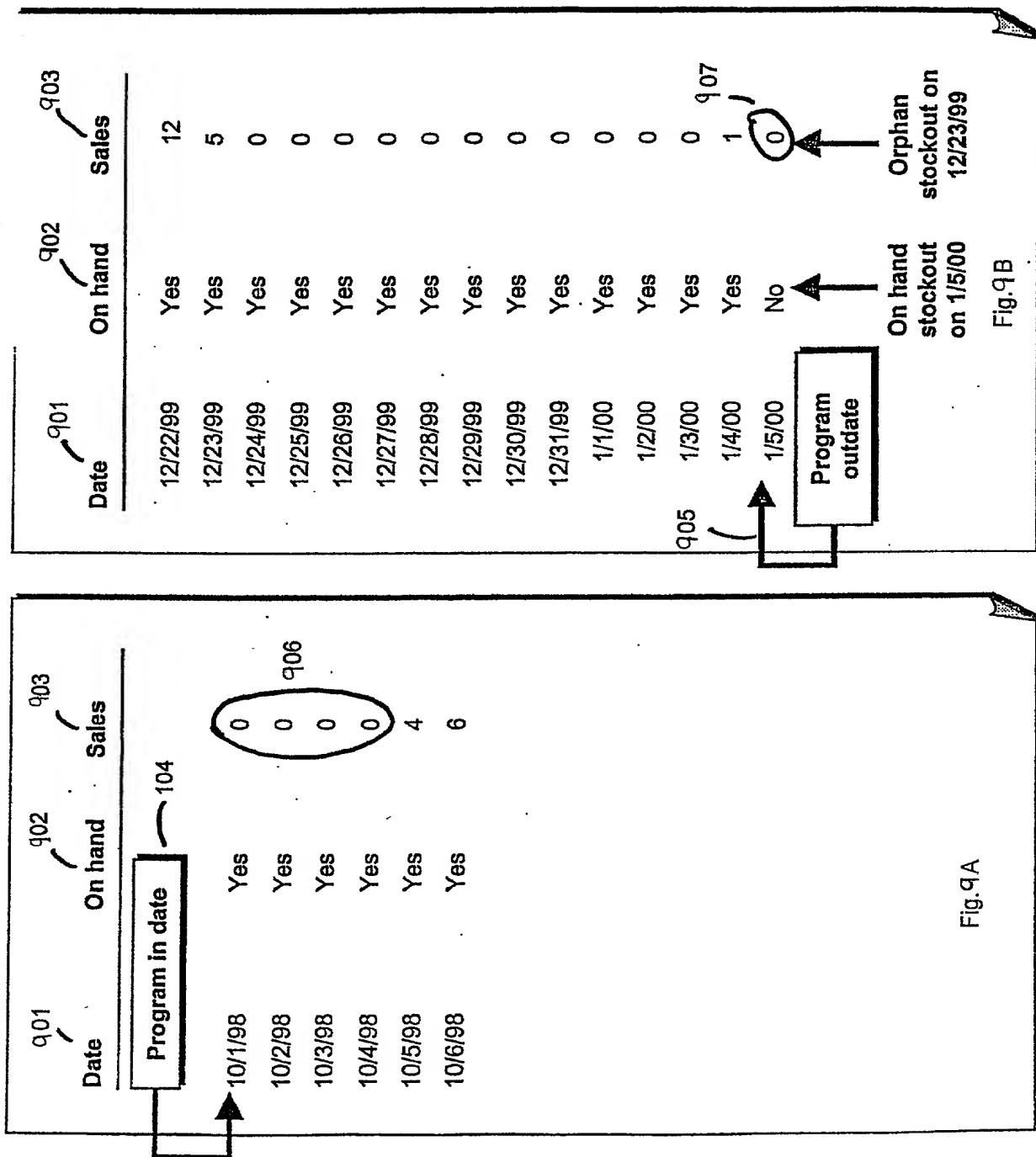
		802 \ 804 \ 806 \		810 \ 812 \		814 \ 816 \		All Stores Revenue	
Dept	Number Description	SRP		Promo		Future (units)		Future (dollars)	
001	121072 DIFFUSER ROOM	\$15.00		Launch - Non-price Intro		854		\$12,815.11	
001	121102 BRUSH FACE OVAL ACRYL	\$5.00		Launch - Non-price Intro		2,889		\$14,344.16	
001	121105 BRUSH FOLDING WITH MIRROR	\$5.00		Launch - Non-price Intro		2,889		\$14,297.25	
001	121111 BUFFER FACE LOOFAH S/12..	\$4.50		Launch - Non-price Intro		4,087		\$18,390.26	
001	121120 GLOVES MOISTURE NTRL	\$10.00		Launch - Non-price Intro		1,910		\$19,099.86	
001	121167 BRUSH HAIR ALUM SM 3.3cm.	\$10.00		Launch - Non-price Intro		1,061		\$10,608.76	
001	121168 BRUSH HAIR ALUM LG 4cm.	\$12.00		Launch - Non-price Intro		923		\$11,071.57	
001	121513 SPONGE PVA SEA BODY	\$10.00		Launch - Non-price Intro		2,510		\$25,097.62	
005	144699 EYE STICK CLOVE WHEAT KIT	\$15.00		Coordinate - Non-price Feature		5,941		\$89,120.69	
005	144701 EYE STICK OLIVE OATMEAL KIT	\$15.00		Coordinate - Non-price Feature		4,473		\$67,092.77	
005	148618 Tint & Shine Bronze	\$15.00		Coordinate - Non-price Feature		2,962		\$44,428.06	
005	148620 Tint & Shine Plum	\$15.00		Coordinate - Non-price Feature		3,901		\$58,514.93	
012	120703 LIP BALM MANDARIN BORN LIPPY	\$5.00		Promotion - X for \$ (<=25%)		5,021		\$25,322.10	
012	120705 LIP BALM STRWBRY BORN LIPPY	\$5.00		Promotion - X for \$ (<=25%)		5,795		\$28,630.65	
012	120706 LIP BALM LIME BORN LIPPY	\$5.00		Promotion - X for \$ (<=25%)		7,912		\$39,626.98	
012	120707 LIP BALM PASSIONBERRY	\$5.00		Promotion - X for \$ (<=25%)		3,907		\$19,603.77	
						6,970		\$29,624.27	

		818 \ 820 \		822 \ 824 \		826 \ 828 \		830 \ 832 \ 834	
All Stores Lost Sales		Future (units)		Future (dollars)		Low Vol Store (units)		Med Vol Store (units)	
0		4	\$9.25	76.07%	81.20%	5	9	5	14
4		9	\$45.45	85.00%	85.00%	8	8	8	8
106		15	\$477.74	87.33%	87.33%	6	8	8	8
1		1	\$150.18	81.00%	81.00%	9	18	18	28
1		1	\$9.87	71.40%	71.40%	4	4	4	6
1		3	\$13.62	69.33%	69.33%	4	9	5	12
3		7	\$26.09	71.40%	71.40%	5	5	5	5
7		5	\$99.22	86.47%	86.47%	6	8	8	12
5		1	\$69.39	86.47%	86.47%	6	8	8	14
1		1	\$58.37	80.93%	80.93%	13	13	13	26
1		1	\$71.77	80.93%	80.93%	13	13	13	26
2		7	\$96.76	80.93%	80.93%	13	13	13	26
7		170	\$36.83	87.20%	84.94%	24	44	44	44
170		4	\$726.48	87.20%	84.94%	24	44	44	56
4		8	\$18.53	87.20%	84.94%	35	44	44	56
8			\$39.87	87.20%	84.94%	36	56	56	64

		818 \ 820 \		822 \ 824 \		826 \ 828 \		830 \ 832 \ 834	
All Stores		SRP Gross Margin (percent)		Actual Gross Margin (percent)		Starting Inventory All Stores & DC (units)		Ending Inventory All Stores & DC (units)	
0		76.07%	76.07%	76.07%	76.07%	61	61	61	61
4		81.20%	81.20%	81.20%	81.20%	8,215	8,215	8,215	8,215
9		85.00%	85.00%	85.00%	85.00%	11,451	11,451	11,451	11,451
106		87.33%	87.33%	87.33%	87.33%	4,245	4,245	4,245	4,245
15		81.00%	81.00%	81.00%	81.00%	5,321	5,321	5,321	5,321
1		71.40%	71.40%	71.40%	71.40%	2,079	2,079	2,079	2,079
1		69.33%	69.33%	69.33%	69.33%	1,209	1,209	1,209	1,209
3		71.40%	71.40%	71.40%	71.40%	9,145	9,145	9,145	9,145
7		86.47%	86.47%	86.47%	86.47%	11,320	11,320	11,320	11,320
5		86.47%	86.47%	86.47%	86.47%	8,748	8,748	8,748	8,748
1		80.93%	80.93%	80.93%	80.93%	3,324	3,324	3,324	3,324
1		80.93%	80.93%	80.93%	80.93%	4,508	4,508	4,508	4,508
2		80.93%	80.93%	80.93%	80.93%	5,480	5,480	5,480	5,480
7		87.20%	84.94%	84.94%	84.94%	22,840	22,840	22,840	22,840
170		87.20%	84.94%	84.94%	84.94%	30,298	30,298	30,298	30,298
4		87.20%	84.94%	84.94%	84.94%	18,464	18,464	18,464	18,464
8		87.20%	84.94%	84.94%	84.94%	2,314	2,314	2,314	2,314

		818 \ 820 \		822 \ 824 \		826 \ 828 \		830 \ 832 \ 834	
First Day Pq		Low Vol Store (units)		Med Vol Store (units)		High Vol Store (units)			
5		5	9	5	9	5	9	5	9
8		8	8	8	8	8	8	8	8
6		6	8	8	8	6	8	6	8
9		9	18	18	18	9	18	9	18
4		4	4	4	4	4	4	4	4
9		9	9	9	9	9	9	9	9
5		5	5	5	5	5	5	5	5
6		6	8	8	8	6	8	6	8
13		13	13	13	13	13	13	13	13
13		13	13	13	13	13	13	13	13
24		24	44	44	44	24	44	24	44
35		35	44	44	44	35	44	35	44
36		36	56	56	56	36	56	36	56

Figure 8



Actual sales

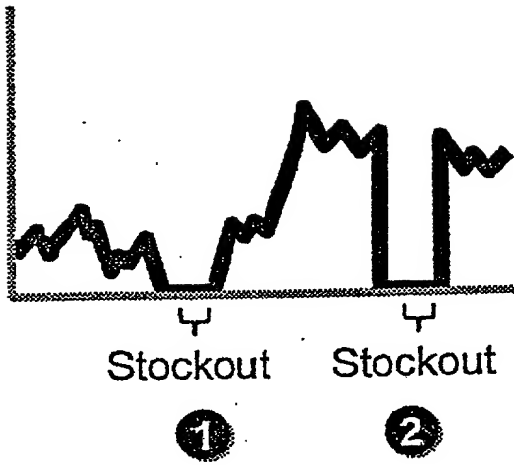


Fig.10 A

Average sales

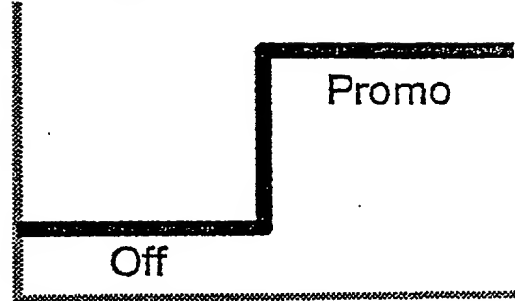


Fig. 10 B

Profile fill
Sales profile

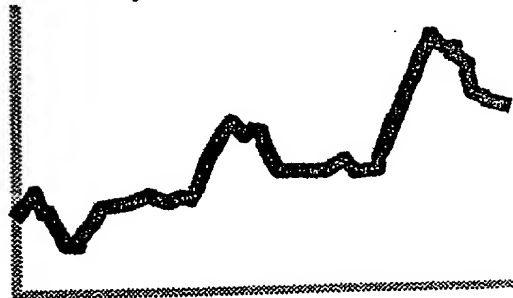


Fig.10 C

FOUO 0744 990660

Items		105421	105422	105423	105424	...	Totals
Locations							
001		235	1021	427	2050		
002		295	1421	681	3561		
003		405	2435	828 ¹¹⁰¹	4829		
.		186	876	-	1628		
.		508	3250	975	5243		
891		325	2072	501	4222		

1102

Fig. 11

Sheet Profiles 1201 1202 1203

Location	Location Name	Unit Factor
0001	BROADWAY 1	0.00661709
0002	PARAMUS	0.00643245
0003	TYSON'S CORNER	0.00827788
0004	MONTGOMERY MALL	0.00486934
0005	LEXINGTON	0.00584321
0006	NEW MADISON AVENUE	0.00486934
0007	BROADWAY 2	0.00714170
0008	ROCKAWAY	0.00470703
0009	GEORGETOWN	0.00324623
0010	EMERALD SQUARE	0.00389547
0011	WOODBIDGE	0.00600552
0012	MALL OF NEW HAMPSHIRE	0.00097387
0013	FASHION CENTER	0.00811557
0014	MANHATTAN MALL	0.01119948
0016	STATEN ISLAND	0.00714170
0017	LAKE SIDE MALL	0.00292160
0018	PHEASANT LANE	0.00405778
0019	WILLOWBROOK, NJ	0.00876481
0020	SOUTH STREET	0.00275929
0021	FAIRLANE TOWN CENTER	0.00373316
0022	TWELVE OAKS	0.00535527

State Name:

Product:

Product Location:

Cancel

Fig. 12

Sheet Profiles

1301 1302

Date	Unit/Fraction
1/31/99	0.00143485
2/1/99	0.00143485
2/2/99	0.00143485
2/3/99	0.00143485
2/4/99	0.00143485
2/5/99	0.00143485
2/6/99	0.00143485
2/7/99	0.00143485
2/8/99	0.00143485
2/9/99	0.00143485
2/10/99	0.00143485
2/11/99	0.00143485
2/12/99	0.00143485
2/13/99	0.00143485
2/14/99	0.00143485
2/15/99	0.00143485
2/16/99	0.00143485
2/17/99	0.00143485
2/18/99	0.00143485
2/19/99	0.00143485
2/20/99	0.00143485
2/21/99	0.00143485

Product

Product Location

Cancel

Profile Name:

REVIEW HOME

Fig.13

Table 3000










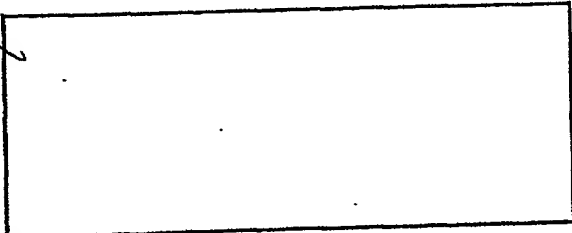
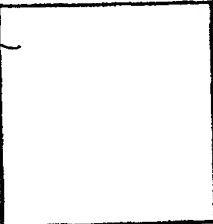
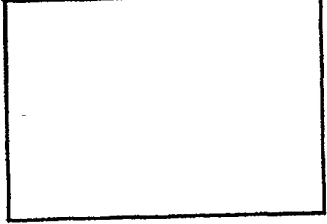

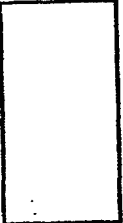

Items	1401	1402	1403	1404	1405
	        		 	 	
Share Group	<ul style="list-style-type: none"> • All holiday gifts 	<ul style="list-style-type: none"> • Premades • Single items 	<ul style="list-style-type: none"> • Branded premades • Other premades 	<ul style="list-style-type: none"> • Brand A premades • Brand B premades • Brand C premades 	

Fig. 14

Fig. 15

Fig. 15

FASHION MODEL STOCK REPORT - ONE ITEM/ALL LOCATIONS													
12010 NATURAL FACE ENHANCER													
STS	Location	STS Location Description	In Date	Out Date	Activity	Profile	EQ	Plan	Share	Share	Interweave	Cumulative Sales	Thus far
Number	STS	Location Description	In Date	Out Date	Cycle	Name	(units)	(percent)	(percent)	(percent)	(percent)	(units)	(units)
1	0	1 BROADWAY 1	3/4/00	9/30/00	9/30/00	Space Jun	0	0.007915	0.008251	0.007915	0.007915	94.97428	0
2	0	2 PARAMUS	3/4/00	9/30/00	9/30/00	Space Jun	0	0.001979	0.003525	0.001979	0.001979	23.74357	0
3	1	3 TYSON'S CORNER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004296	0.006178	0.004296	0.004296	51.55747	0
4	2	4 MONTGOMERY MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002996	0.002996	0.002996	0.002996	35.95455	0
5	3	5 LEXINGTON	3/4/00	9/30/00	9/30/00	Space Jun	0	0.005597	0.006214	0.005597	0.005597	67.16038	0
6	4	6 NEW MADISON AVENUE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.006727	0.006717	0.006727	0.006727	80.72814	0
7	5	7 BROADWAY 2	3/4/00	9/30/00	9/30/00	Space Jun	0	0.007293	0.006687	0.007293	0.007293	87.51201	0
8	6	8 ROCKAWAY	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00277	0.003761	0.00277	0.00277	33.241	0
9	7	9 GEORGETOWN	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004636	0.003871	0.004636	0.004636	55.62779	0
10	8	10 EMERALD SQUARE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.0026	0.002862	0.0026	0.0026	31.20583	0
11	9	11 WOODBRIDGE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.003957	0.005198	0.003957	0.003957	47.48714	0
12	0	12 MALL OF NEW HAMPSHIRE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.003618	0.002337	0.003618	0.003618	43.41681	0
13	1	13 FASHION CENTER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004014	0.008657	0.004014	0.004014	48.18553	0
14	2	14 MANHATTAN MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.008932	0.011593	0.008932	0.008932	107.1853	0
15	3	15 STATEN ISLAND	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004523	0.003954	0.004523	0.004523	54.27102	0
16	4	16 LAKESIDE MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002205	0.003923	0.002205	0.002205	26.45712	0
17	5	17 PHEASANT LANE	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002544	0.002619	0.002544	0.002544	30.52745	0
18	6	18 WILLOWBROOK, NJ	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004127	0.006049	0.004127	0.004127	49.5223	0
19	7	19 SOUTH STREET	3/4/00	9/30/00	9/30/00	Space Jun	0	0.004466	0.004645	0.004466	0.004466	53.59263	0
20	8	20 FAIRLANE TOWN CENTER	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00147	0.002879	0.00147	0.00147	17.63808	0
21	9	21 TWELVE OAKS	3/4/00	9/30/00	9/30/00	Space Jun	0	0.00277	0.004052	0.00277	0.00277	33.241	0
22	0	22 BURLINGTON MALL	3/4/00	9/30/00	9/30/00	Space Jun	0	0.006614	0.007451	0.006614	0.006614	79.37136	0
23	1	23 WHITE MARSH	3/4/00	9/30/00	9/30/00	Space Jun	0	0.002148	0.002741	0.002148	0.002148	25.77873	0
TOTAL													

Fig. 16

Parameter	Value	Unit
Temperature	25.0	°C
Pressure	1.0	atm
Flow rate	1.0	L/min
Wavelength	254	nm
Scan rate	20	nm/min
Integration time	10	s
Resolution	0.2	nm
Slit width	2.0	mm
Detector	Photodiode array	
Sample concentration	0.1	mg/mL
Path length	1.0	cm
Blank	Water	
Calibration curve	Linear	
Correlation coefficient	0.999	
Detection limit	0.01	mg/mL
Quantification limit	0.05	mg/mL
Recovery	100	%
Precision	1.5	%
Stability	0.5	%
Robustness	0.5	%
Linearity	0.999	
Accuracy	100	%
Specificity	100	%
Method validation	Complete	
Method description	UV-Vis	
Method reference	1	
Method version	1.0	
Method author	J. Doe	
Method date	2023-10-27	
Method location	Lab 1	
Method contact	0123456789	
Method email	john.doe@lab1.com	
Method phone	0123456789	
Method fax	0123456789	
Method website	http://lab1.com	
Method notes	Method description	
Method comments	Method description	
Method history	Method description	
Method version history	Method description	
Method change log	Method description	
Method approval	Method description	
Method signature	Method description	
Method stamp	Method description	
Method seal	Method description	
Method label	Method description	
Method tag	Method description	
Method mark	Method description	
Method sign	Method description	
Method symbol	Method description	
Method icon	Method description	
Method image	Method description	
Method picture	Method description	
Method photo	Method description	
Method drawing	Method description	
Method sketch	Method description	
Method map	Method description	
Method chart	Method description	
Method graph	Method description	
Method diagram	Method description	
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Method index	Method description	
Method table of contents	Method description	
Method bibliography		

B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
ANTENNA REPORT - ONE ITEM ALL NATURAL FACE ENVELOPER	LOCATIONS													
	Max Distribution Date	Date	H Date	Qtr Date	End Cycle	Activity	Most Succ	Previous Total	Shipment (Units)	Ordered (Units)	Shipment (Units)	Case Status	Case PG	Case PG
1 BROADWAY 1	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	94,8743	0	94,9743	94	94 Y	Y	N	N
2 PARAMUS	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	23,7436	0	23,7436	24	24 Y	Y	N	N
3 TYSON'S CORNER	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	51,5575	0	51,5575	51	51 Y	Y	N	N
4 MONTGOMERY MALL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	35,9545	0	35,9545	36	36 Y	Y	N	N
5 LEXINGTON	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	67,1604	0	67,1604	67	67 Y	Y	N	N
6 NEW MADISON AVENUE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	80,7261	0	80,7261	80	80 Y	Y	N	N
7 BROADWAY 2	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	87,512	0	87,512	87	87 Y	Y	N	N
8 ROCKAWAY	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	33,241	0	33,241	33	33 Y	Y	N	N
9 GEORGETOWN	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	55,6278	0	55,6278	55	55 Y	Y	N	N
10 EMERALD SQUARE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	31,2058	0	31,2058	31	31 Y	Y	N	N
11 WOODBRIDGE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	47,4871	0	47,4871	47	47 Y	Y	N	N
12 MALL OF NEW HAMPSHIRE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	43,4168	0	43,4168	43	43 Y	Y	N	N
13 FASHION CENTER	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	48,1655	0	48,1655	48	48 Y	Y	N	N
14 MANHATTAN MALL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	107,185	0	107,185	108	108 Y	Y	N	N
16 STATEN ISLAND	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	54,271	0	54,271	54	54 Y	Y	N	N
17 LAKESIDE MALL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	26,4571	0	26,4571	27	27 Y	Y	N	N
18 PHEASANT LANE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	30,5274	0	30,5274	31	31 Y	Y	N	N
19 WILLOWBROOK, NJ	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	49,5223	0	49,5223	49	49 Y	Y	N	N
20 SOUTH STREET	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	53,5926	0	53,5926	54	54 Y	Y	N	N
21 FAIRLANE TOWN CENTER	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	17,8381	0	17,8381	18	18 Y	Y	N	N
22 TWELVE OAKS	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	33,241	0	33,241	33	33 Y	Y	N	N
23 BURLINGTON MALL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	79,3714	0	79,3714	79	79 Y	Y	N	N
24 WHITE MARSH	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	25,7787	0	25,7787	26	26 Y	Y	N	N
25 FREERHOLD	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	28,4923	0	28,4923	29	29 Y	Y	N	N
26 CHICAGO PLACE	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	50,8781	0	50,8781	51	51 Y	Y	N	N
28 CITY CENTER	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	31,8842	0	31,8842	32	32 Y	Y	N	N
29 TOWER CITY	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	24,422	0	24,422	25	25 Y	Y	N	N
31 BRIARWOOD MALL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	44,7736	0	44,7736	45	45 Y	Y	N	N
34 CHERRY HILL	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	25,7787	0	25,7787	26	26 Y	Y	N	N
35 CLACKAMAS TOWN CENTER	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	40,7033	0	40,7033	41	41 Y	Y	N	N
36 BRICK AND BELL'S	12400 Last Distro	3/4/00	9/30/00	9/30/00	9/30/00	9/30/00	30,5274	0	30,5274	31	31 Y	Y	N	N

Fig. 17

100720 99250660

Markdown Setup - Change Activity

File

Activity:

One:

Level:

Products and Locations:

Locations for selected Activity:

TBS TBS

Remove from Activity

Products for selected Activity:

PLU 9511

Remove from Activity

View Location

Show Tree

View Products

Apply

Cancel

OK

Help

Print

Save

Find

Exit

Fig. 18

1007-10-53250000

Markdown Setup - Change Activity

Activity: Date: Level: Store:

Products and Locations:

Mark down Dates:

<input type="text" value="2/9/00"/>
<input type="text" value="2/10/00"/>
<input type="text" value="2/11/00"/>
<input type="text" value="2/12/00"/>
<input type="text" value="2/13/00"/>
<input type="text" value=""/>
<input type="text" value=""/>
<input type="text" value=""/>
<input type="text" value=""/>
<input type="text" value=""/>

Buttons: Add, Edit, Copy, Paste, Print, OK, Cancel, Apply, Help

Fig. 19

Markdown Event Discount Lists

Products and Discount Lists | Discount Lists by Product

All Products Search 9511

Product	Discount	Product	Discount
7992	FRAGRANCE COLOUR STICK MOCHA		
7993	EYESHINE GOLD LEAF		
7994	EYESHINE GOLDEN MOSS		
7995	EYESHINE NIGHT SHINE		
7996	SHADOW LUSTER CRAYON MIDNIGHT		
7997	SHADOW LUSTER CRAYON OLD GOLD		
7998	SHADOW LUSTER CRAYON AZURE		
8467	CELLULOSE SPONGE		
8659	WHISTLE STOP THE VIOLENCE		
8738	EYE GEL UNFRAGRANCED		
8907	METAL CYLINDER AROMA JAR		
8956	SPRING 99 HEMP COSMETIC BAG		
8997	SPRING 99 HEMP WASH BAG		
9324	CORE UP AMETHYST		
9337	EYE DEFINER NAVY		
9381	N/A		
9511	WAS 99 FOOT STARTER STOCKIN		
9512	WAS 99 FOOT STARTER STAIR LUNERS		

Markdown Event Discount Lists

Description	Discount Pct	Unit Pct
1. Markdown Test	0.25	2
2. Markdown Test	0.3	2.5
3. Markdown Test	0.5	3.5
4. Run	0.25	7
5. Run2	5	4

Unit Product Test

Add | Edit | List by Product | List by Product and Markdown | Cancel

Fig. 20

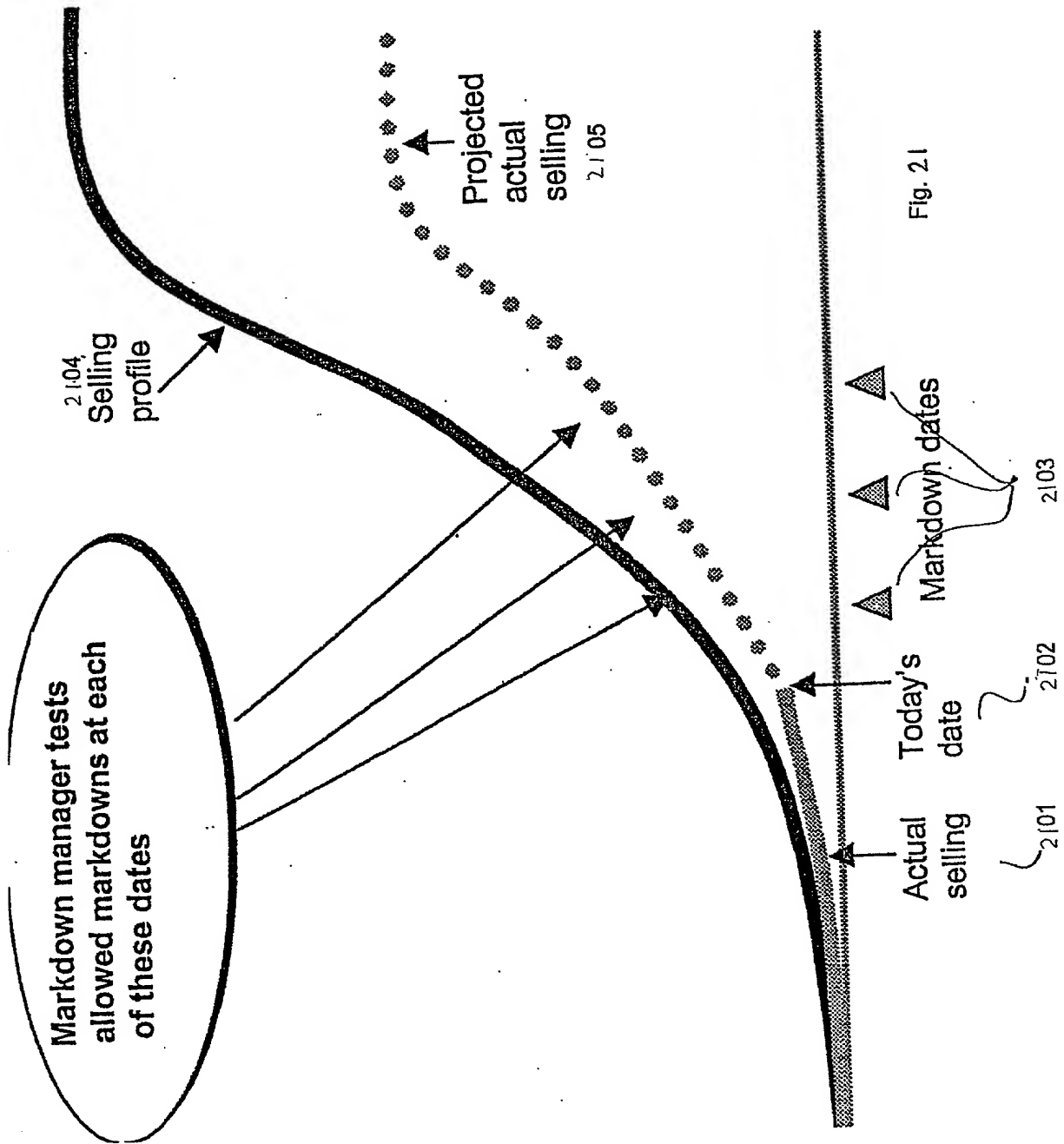
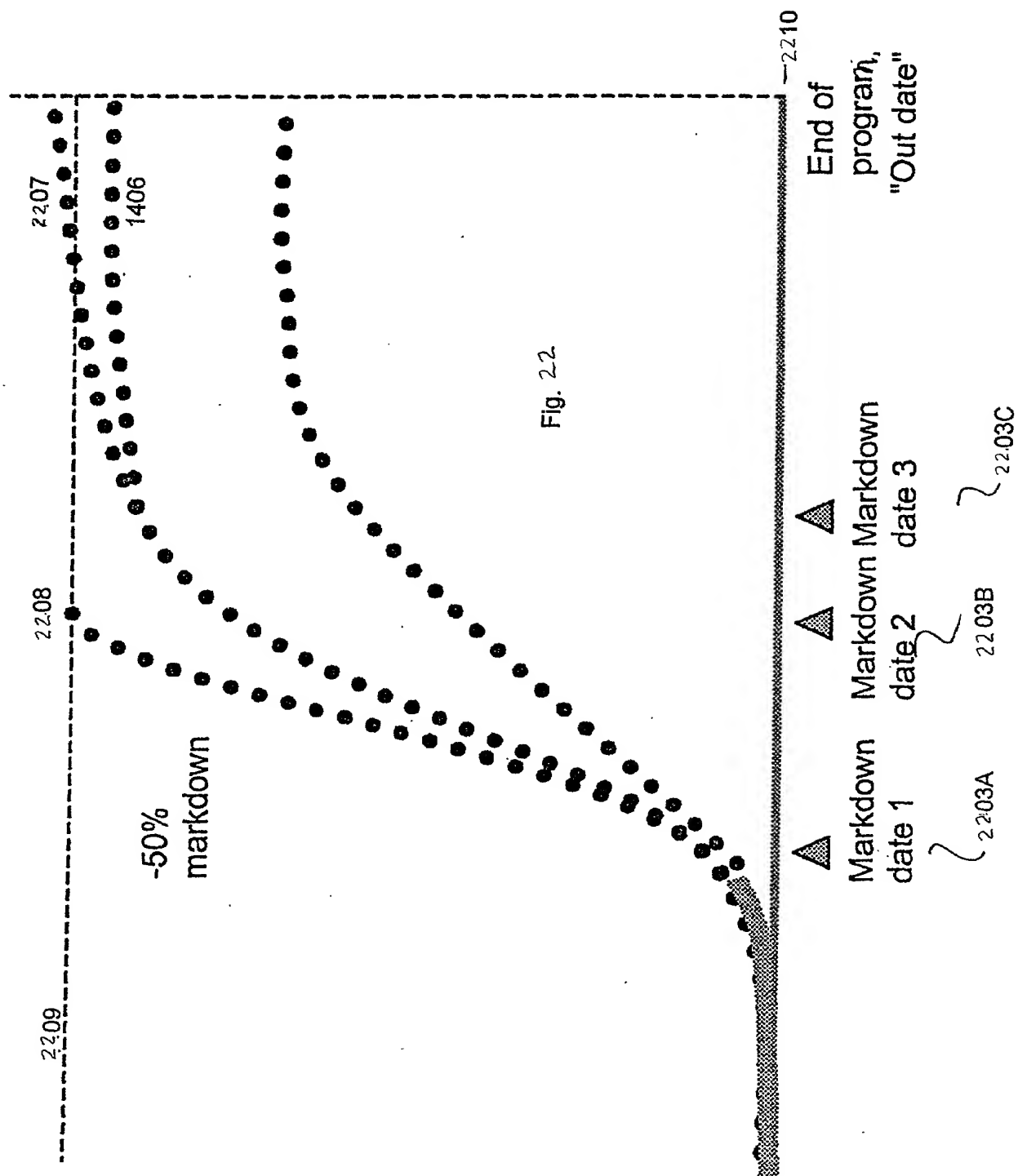


Fig. 21

FIG. 21

FOET 40 55250660



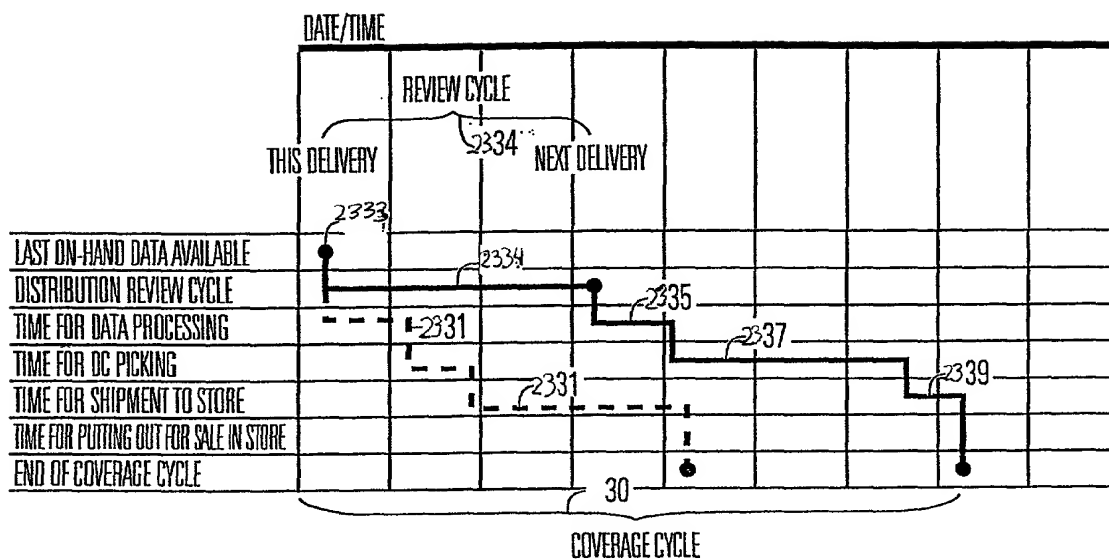


FIG. 23

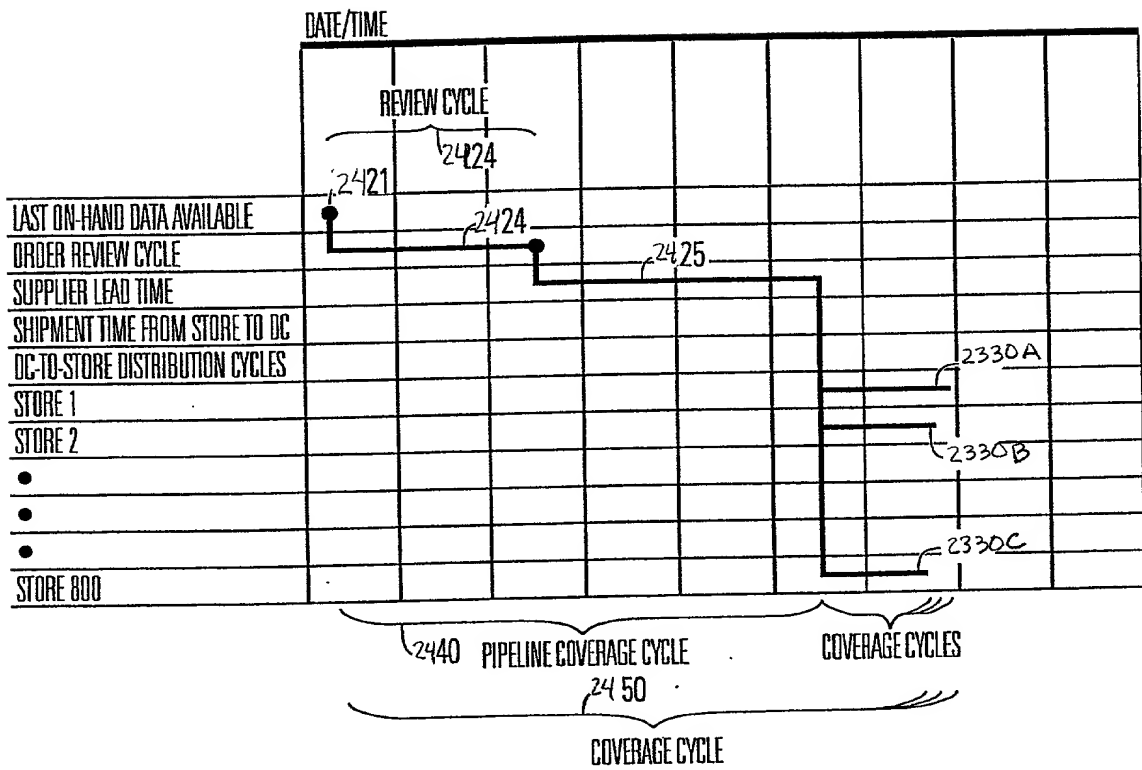


FIG. 24

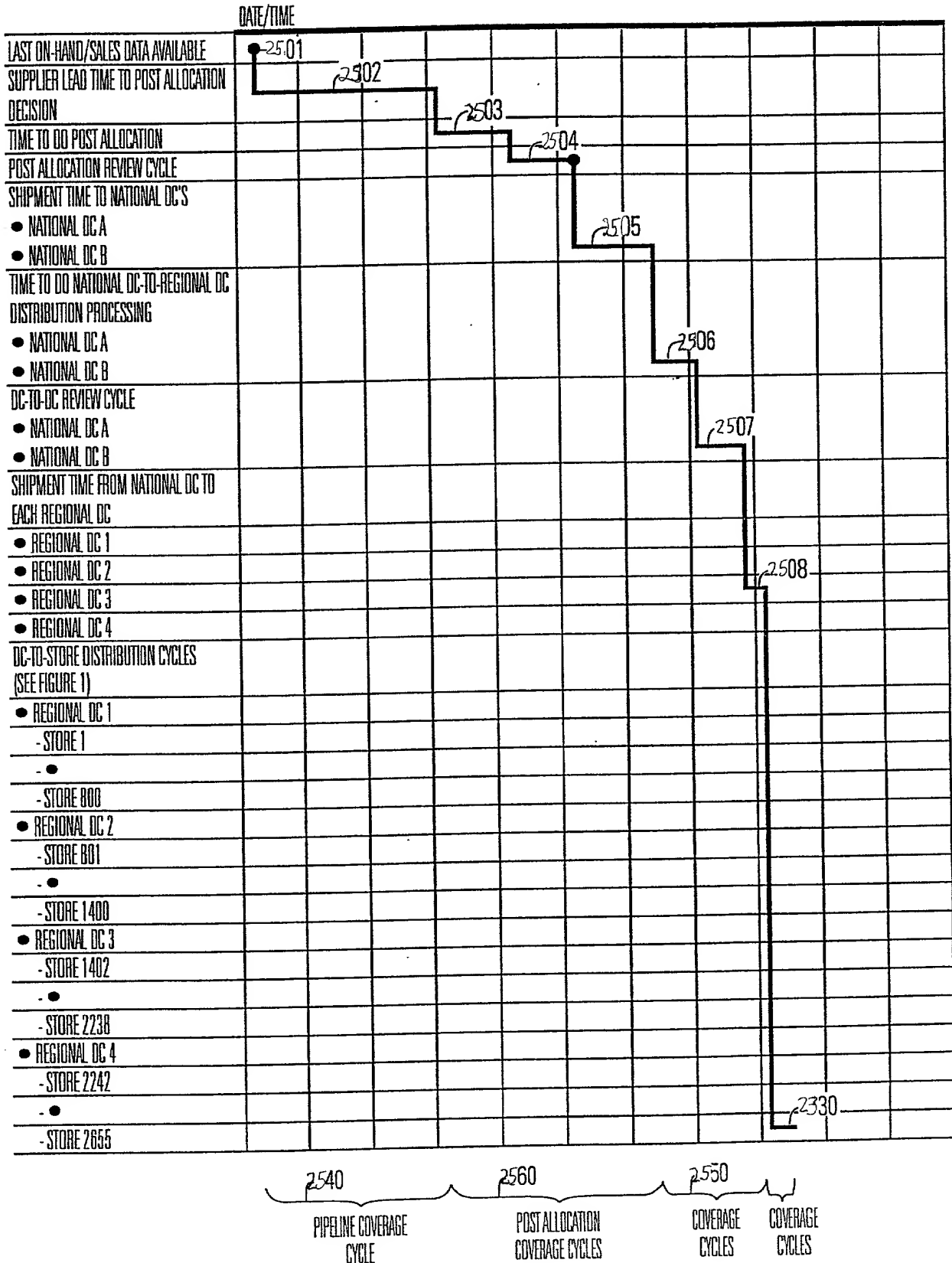
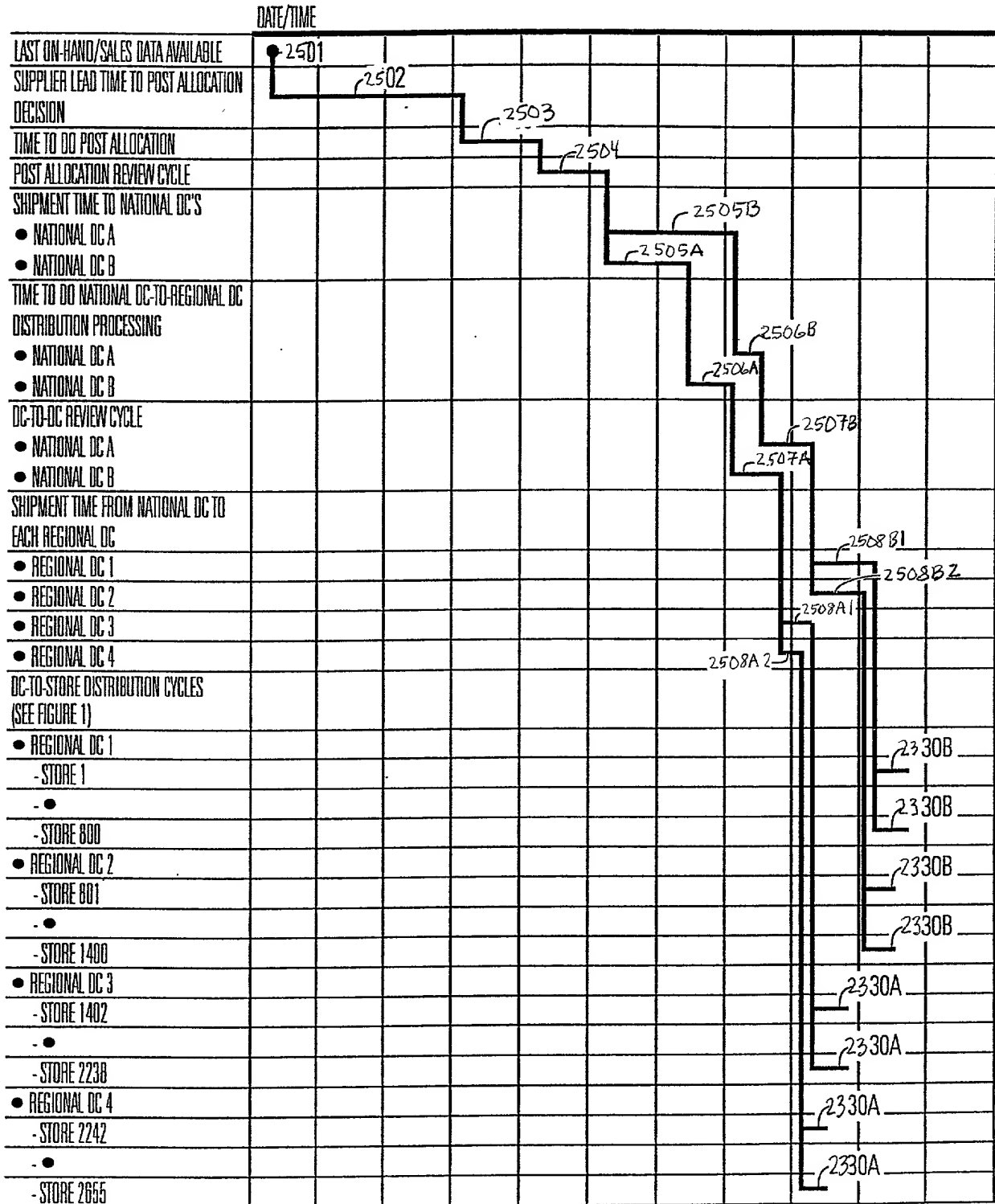


FIG. 25



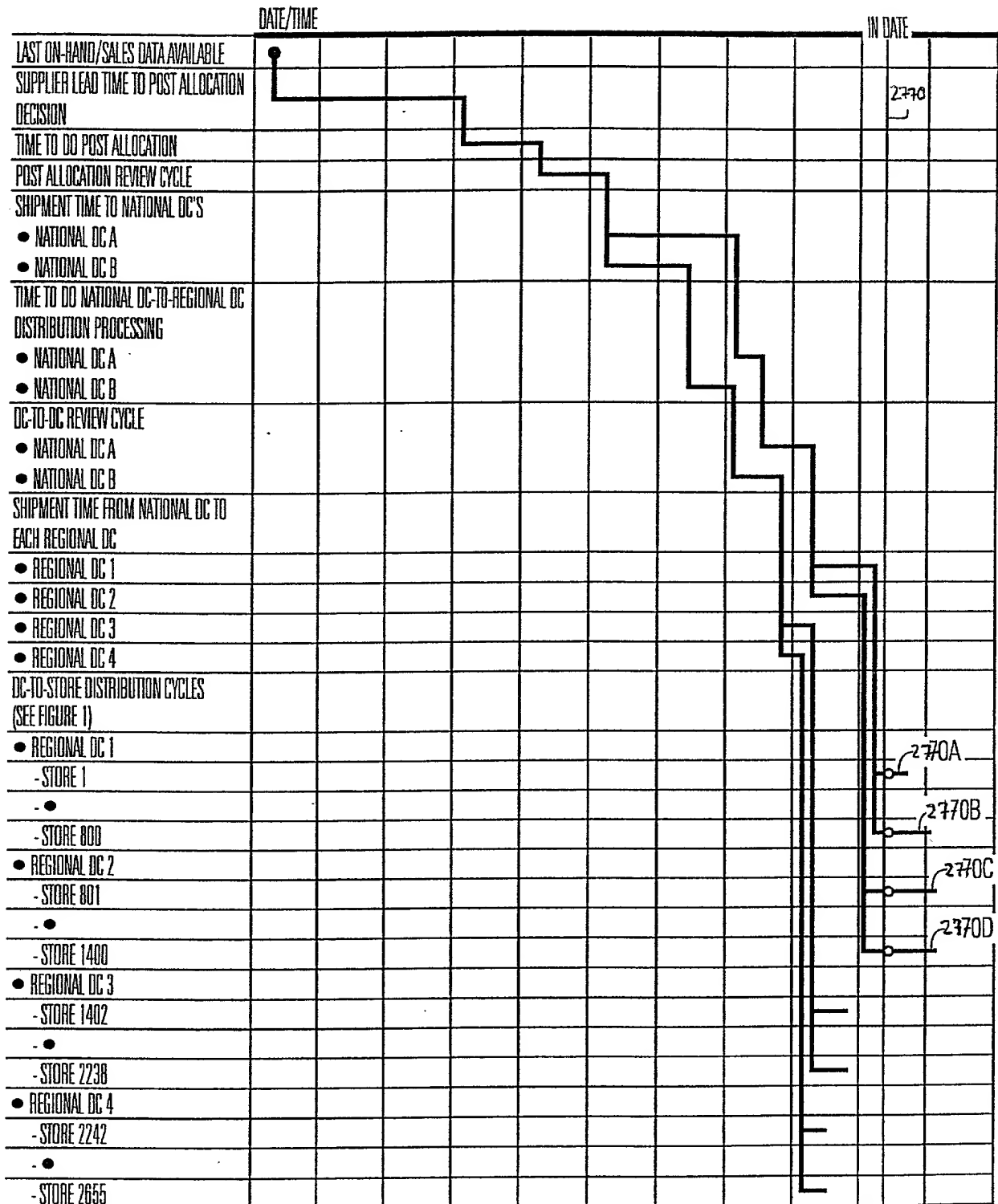
PIPELINE
COVERAGE
CYCLE

POST ALLOCATION
COVERAGE CYCLES

NATIONAL
DISTRIBUTION
COVERAGE
CYCLES

DC-TO-STORE COVERAGE CYCLES

FIG. 26



ORDER PIPELINE
COVERAGE
CYCLE

POST ALLOCATION
COVERAGE CYCLES

NATIONAL DC
DISTRIBUTION
COVERAGE
CYCLES

DC-TO-STORE COVERAGE CYCLES

FIG.27

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search:

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING(*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz (*H)
<input type="checkbox"/> 18	HAIR MAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 42
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

Deselect All View Product Tree View Other Trees

All Locations

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

View Location Tree

☒ In Date

☒ Out Date

☒ Last PO Receive Date Level:

Add
Change
Delete
List
Close

SC111B

FIG. 28

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search:

ID	Name
<input checked="" type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz.
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz.
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz.
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING(*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz. (*H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz.

All Locations

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE

☐ By Location:

Level:

Coverage Cycle:

Lead Time:

☒ By Product and Location:

Activity Type:

Review Cycle:

Data Lag:

SC35

FIG. 29

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE																				
COVERAGE CYCLE		=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES		=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND		=	5 UNITS																	
STORE STARTING INTRANSIT		=	0 UNITS																	
		DAY																		
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)		5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)													XX							
FORECAST SALES (100% INSTOCK)			1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)			1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16

FIG. 30

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																			
COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	25.0
FORECAST SALES (STOCKOUT CORRECTED)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	16.0
FORECAST SALES (WITH BACKORDER CONVERSION)		1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0	19.0
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0	19.0

FIG. 31

ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES																			
COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
STORE 1																			
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16
STORE 2																			
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
TOTAL																			
ON HAND (END OF DAY)	50																		

FIG. 32

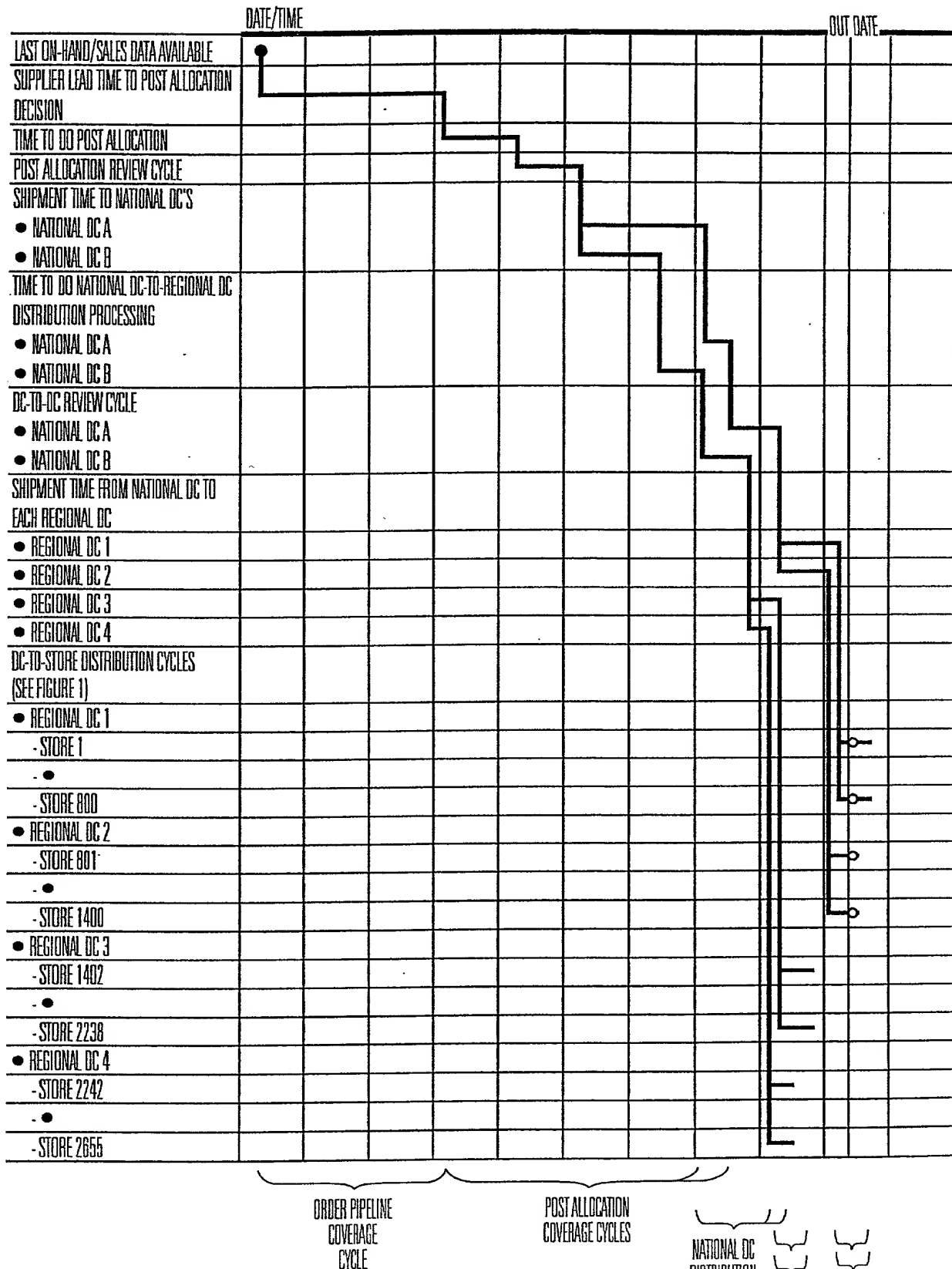


FIG. 33

REF ID: A69060

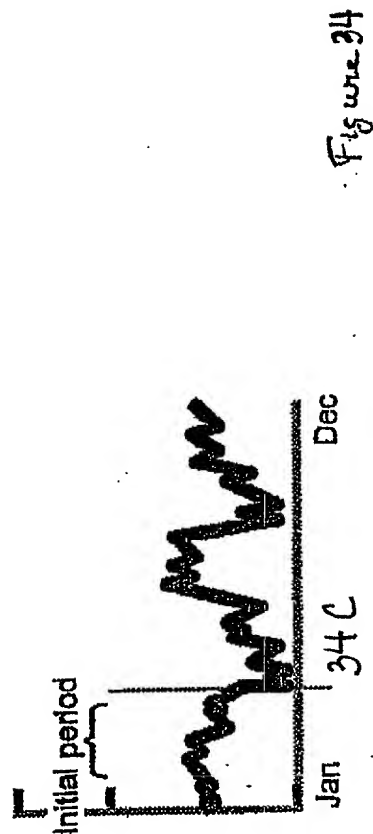
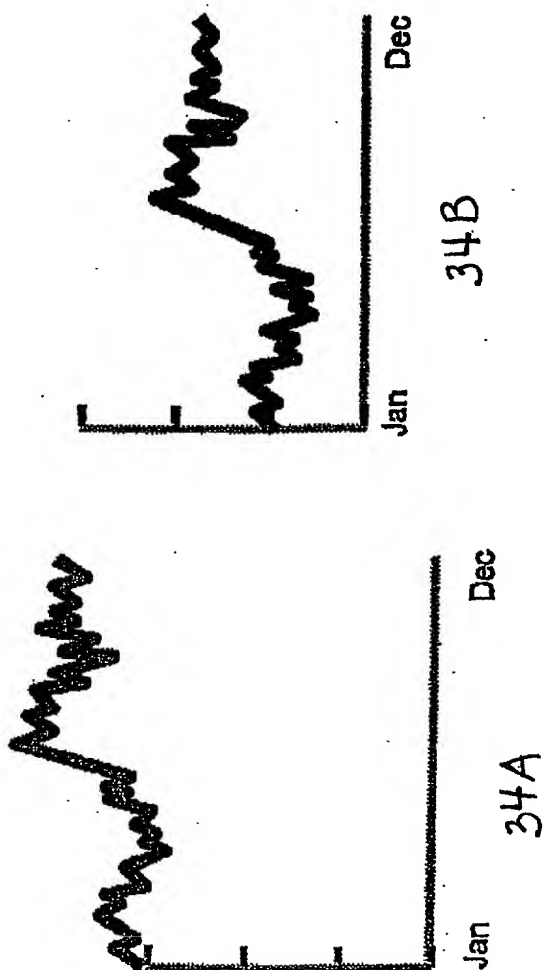


Figure 34

Figure 36

3605

Item Identifier	Location Identifier	Presentation Quantity	Start Date	End Date
921	301	5	10/12/2000	11/1/2000
921	302	6	10/12/2000	11/1/2000
921	303	8	10/12/2000	11/1/2000
921	304	5	10/12/2000	11/1/2000
921	305	5	10/12/2000	11/1/2000
922	301	8	10/12/2000	11/1/2000
922	302	9	10/12/2000	11/1/2000
922	303	11	10/12/2000	11/1/2000
922	304	8	10/12/2000	11/1/2000
922	305	8	10/12/2000	11/1/2000
.
.
.
102490	305	15	2/9/2001	3/1/2001

3602

3603

3608

3625

REF ID: A65060

Figure 37

3605

3625

3606

3608

Item Identifier	Location Identifier	Date range identifier			
		10/12/2000 - 11/1/2000	11/2/2000 - 11/14/2000	11/15/2000 - 11/24/2000	
921	301	5	10	12	12
921	302	6	11	9	9
921	303	8	13	11	11
921	304	5	10	15	15
921	305	5	10	12	12
922	301	8	13	18	18
922	302	9	14	19	19
922	303	11	16	18	18
922	304	8	13	23	23
922	305	8	13	11	11
.
.
.
102490	305	15	20	31	31

Figure 38

Fixture Identifier		Date range Identifier				Item Identifier	
		10/12/2000 - 11/7/2000	11/7/2000 - 11/14/2000	11/14/2000 - 11/15/2000	11/15/2000 - 11/24/2000		
table 1	921	5	10	12	6	table 1	301
table 1	922	3	8	6		table 1	301
table 1	102490					table 1	301
table 1a	921	8	12	22		wall 56	301
table 1a	922	6	11	9			
		3	8	13			
table 1a	102490	15	20				
table 2	921	8	13	11			
table 2	922	3	8	13			
table 2	102490	15	20	31			
wall 56	921	6	11	13			
wall 56	102490	15	20	31			

Location Identifier	table 1	table 1a	table 2	...	wall 56
301	1	0	0	...	1
302	0	1	0	...	1
303	0	1	1	...	0
304	0	1	0	...	1
305	0	0	0	...	0

FIGURE 40

FIGURE 40

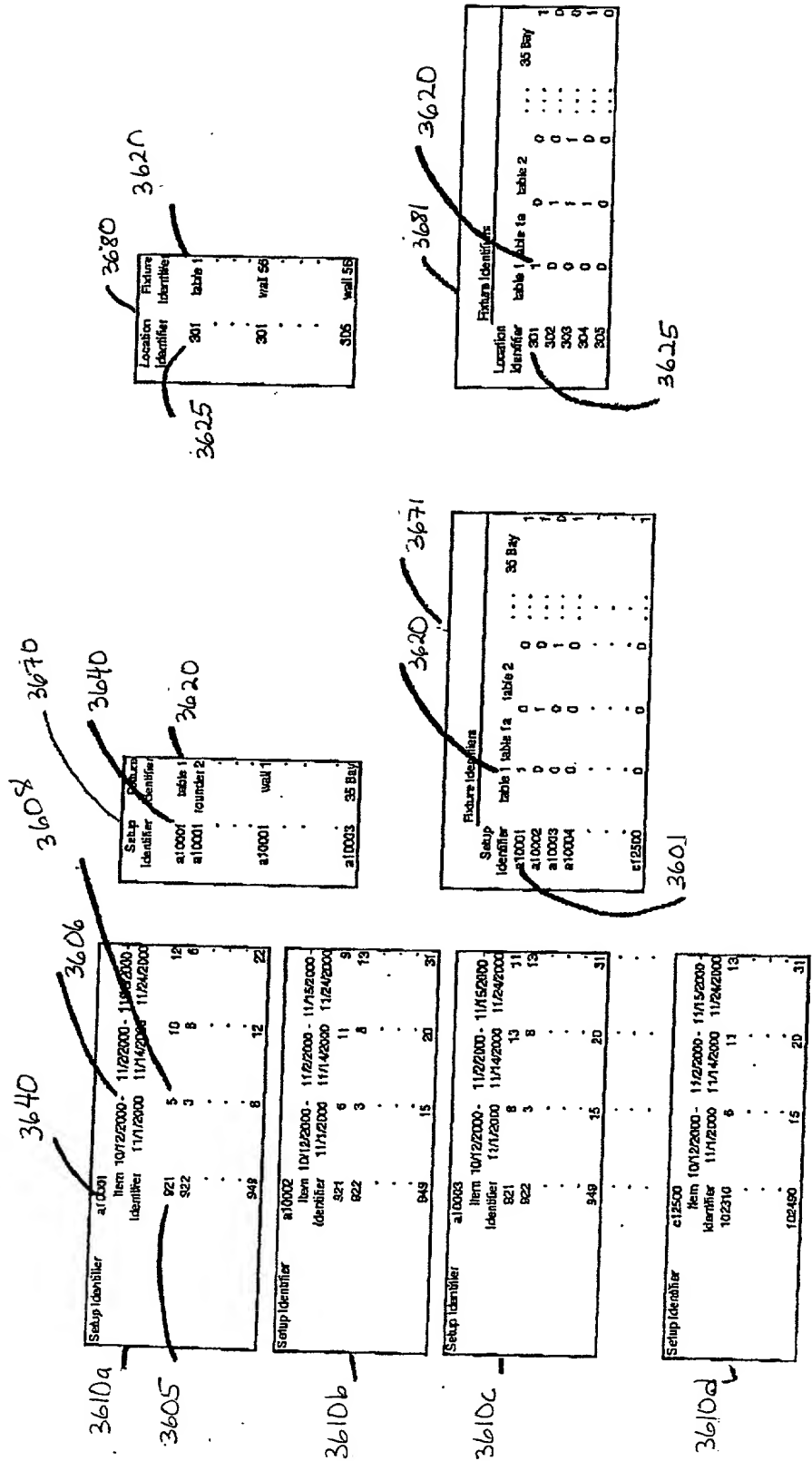
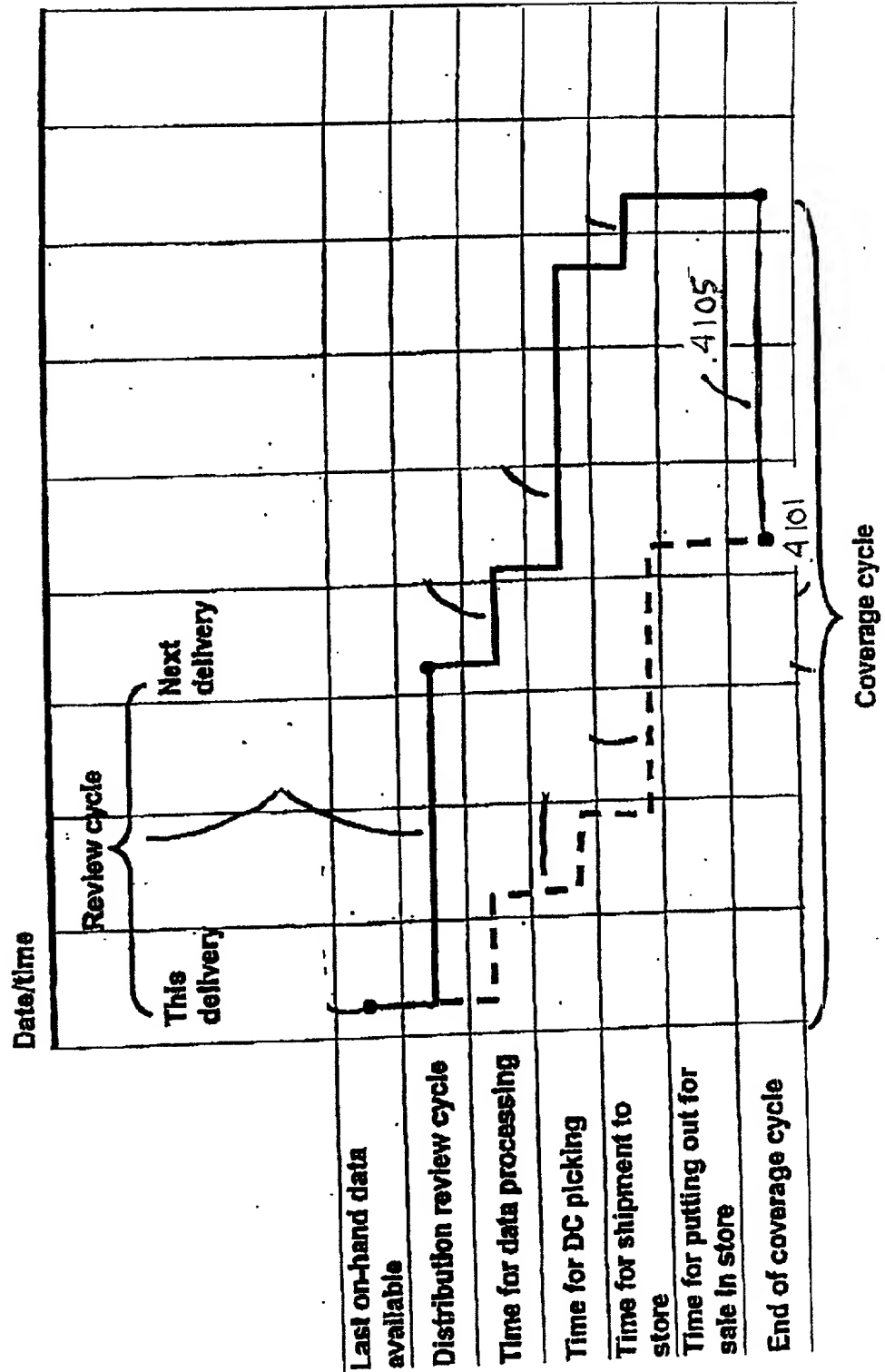


Figure 41



REF ID: A66500

Figure 42

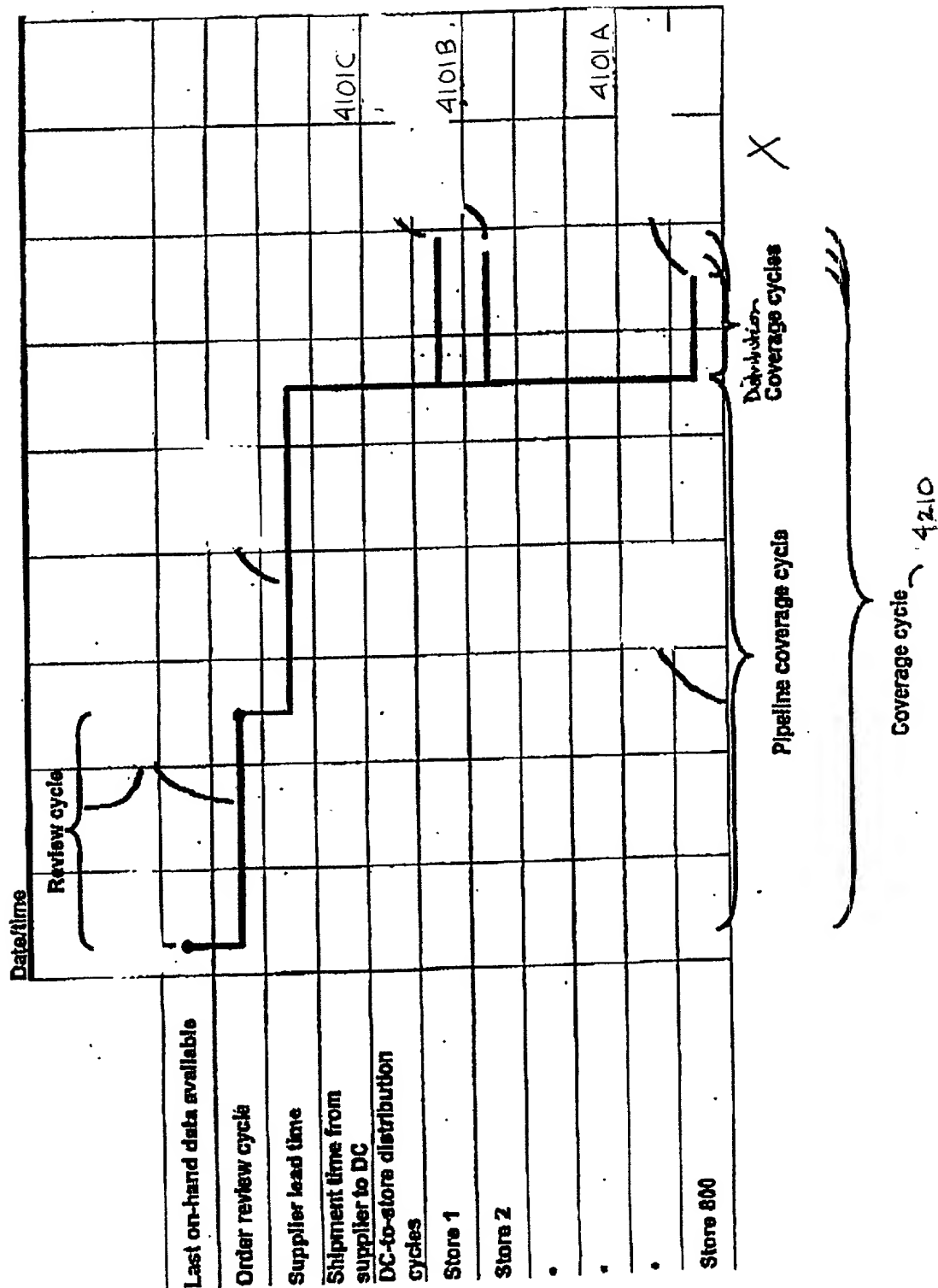
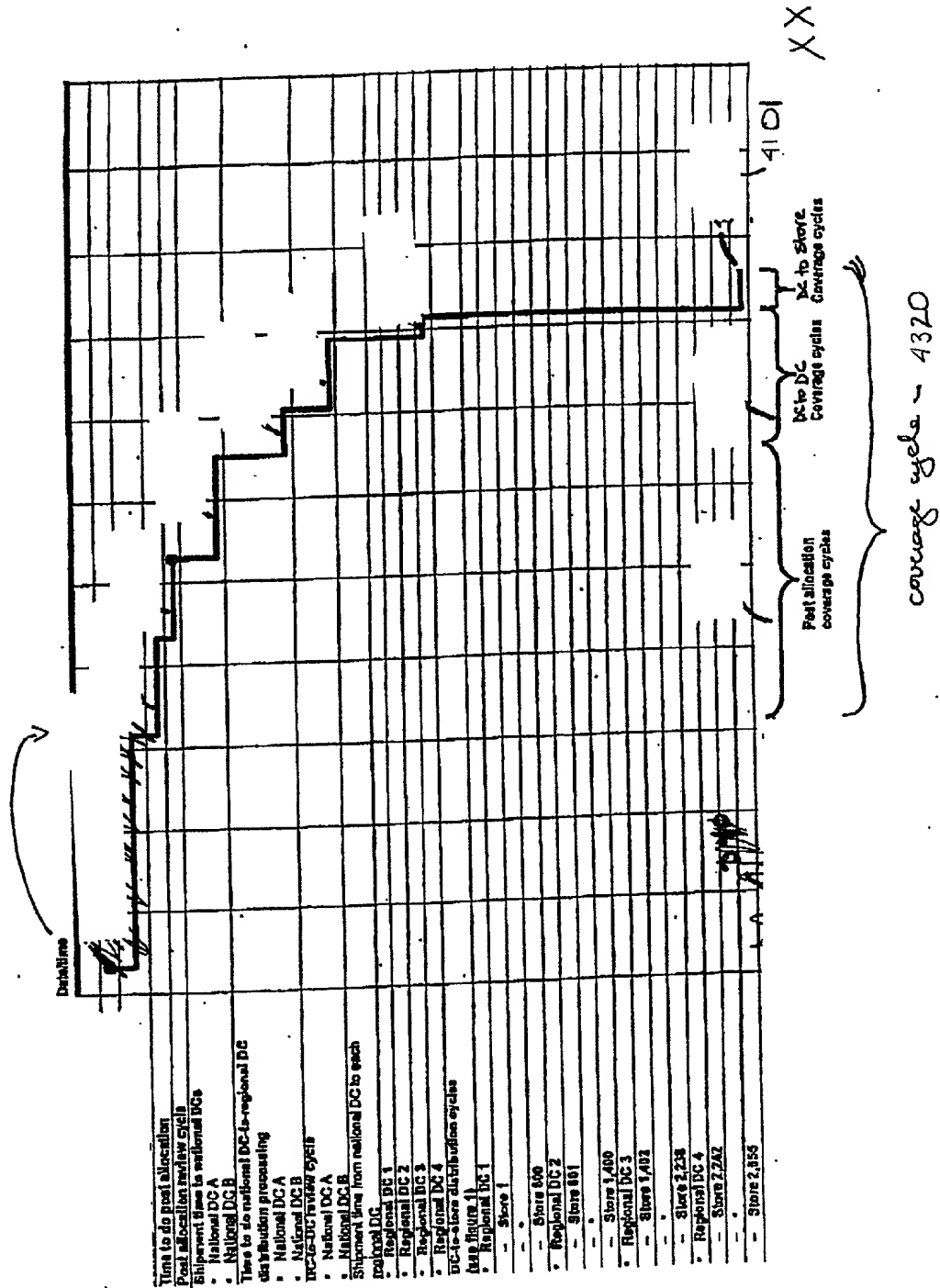


Figure 43



OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: 'RAYL'
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,589	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$8,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$9,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,689
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738	\$9,198,000	\$9,198,000
	↑ 4420	↑ 4421	↑ 4422	↑ 4423	↑ 4424	↑ 4425	↑ 4426	↑ 4427	↑ 4428	↑ 4429

Figure 44

SKU number	SKU Description	Month	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-00	\$198,527	\$198,527	\$40,584	\$0	\$561
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-00	\$204,120	\$204,120	\$41,756	\$0	\$481
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-00	\$204,830	\$204,830	\$45,287	\$0	\$253
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-00	\$212,055	\$212,055	\$0	\$205	\$1,155
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-00	\$171,731	\$245,975	\$0	\$311	\$481
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-01	\$16,465	\$188,729	\$0	\$44,244	\$244
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-01	\$174,871	\$182,102	\$0	\$28,019	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-01	\$36,473	\$182,544	\$0	\$34,987	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-01	\$0	\$183,556	\$0	\$33,937	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-01	\$0	\$185,095	\$0	\$38,840	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-01	\$0	\$185,800	\$0	\$42,519	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-01	\$0	\$187,800	\$0	\$41,895	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-01	\$0	\$180,605	\$0	\$44,212	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-01	\$0	\$187,800	\$0	\$715	\$278
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-01	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-01	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-01	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-02	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-03	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-04	\$0	\$187,800	\$0	\$33,949	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-04	\$0	\$187,800	\$0	\$	

Other Discounts (dollars)	Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)
\$69	\$34,370	\$204,120	\$204,120	\$205,000	\$880	\$880	\$4,058
\$93	\$40,473	\$204,830	\$204,830	\$205,615	\$785	\$785	\$4,326
\$49	\$38,711	\$212,055	\$212,055	\$215,025	\$2,970	\$2,970	\$0
\$112	\$39,421	\$171,731	\$215,975	\$230,010	-\$30,210	\$14,035	\$0
\$139	\$53,056	\$116,465	\$188,729	\$207,471	-\$53,521	\$18,742	\$0
\$68	\$41,433	\$74,871	\$182,102	\$209,094	-\$80,239	\$26,992	\$0
\$55	\$37,423	\$36,473	\$182,544	\$212,350	-\$116,265	\$29,806	\$0
\$75	\$41,433	\$0	\$183,556	\$214,474	-\$157,672	\$30,918	\$0
\$60	\$40,097	\$0	\$185,095	\$216,618	-\$216,618	\$31,523	\$0
\$74	\$41,433	\$0	\$187,800	\$218,784	-\$218,784	\$30,985	\$0
\$54	\$40,097	\$0	\$180,605	\$220,972	-\$220,972	\$40,367	\$0
\$61	\$41,433	\$0	\$177,530	\$223,182	-\$223,182	\$45,652	\$0
↑	↑	↑	↑	↑	↑	↑	↑
4518	4519	4520	4521	4522	4523	4524	4525

Figure 45

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/6/2000

Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971
February-01	\$2,050,426	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356
July-01	\$0	\$7,982,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
4/10	4/11	4/12	4/13	4/14	4/15	4/16	4/17	4/18

Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
\$1,494,350	\$8,844,733	\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$426,819
\$1,759,694	\$8,642,097	\$8,905,633	\$8,935,700	\$293,803	\$30,067	\$188,078	\$2,864,784	\$531,986
\$1,683,099	\$7,579,459	\$9,250,317	\$9,353,880	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$210,759
\$2,306,772	\$6,261,726	\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,306	\$94,539
\$1,801,433	\$3,858,861	\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$92,350
\$1,627,106	\$2,050,426	\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,190	\$48,449
\$1,801,438	\$380,964	\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0
\$1,743,327	\$0	\$8,011,216	\$9,245,000	\$1,233,784	\$0	\$0	\$2,369,028	\$0
\$1,801,438	\$0	\$8,078,147	\$9,378,800	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0
\$1,743,327	\$0	\$8,195,751	\$9,458,900	\$9,468,900	\$1,263,149	\$0	\$2,561,743	\$0
\$1,801,438	\$0	\$7,882,940	\$9,210,020	\$1,327,080	\$0	\$0	\$2,298,062	\$0
\$1,801,438	\$0	\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0
4/19	4/20	4/21	4/22	4/23	4/24	4/25	4/26	4/28

Figure 4.6

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,494,350
September-00	\$8,874,769	\$1,581,988	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,894
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054	\$2,308,772
January-01	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,827,106
March-01	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198	\$1,801,438
June-01	\$8,195,751	\$0	\$1,478,060	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438
	↑	↑	↑	↑	↑	↑	↑	↑
	4710	4712	4713	4715	4716	4717	4718	4719

EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$178,443	\$2,780,855	\$484,905	\$426,819	\$170,728
\$8,905,633	\$8,935,700	\$293,603	\$30,067	\$188,078	\$2,864,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$367,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,284	\$20,712	\$2,573,308	\$215,480	\$94,539	\$52,522
\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,982,074	\$1,064,486	\$6	\$2,406,190	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0
	↑	↑	↑	↑	↑	↑	↑	↑
	4721	4722	4723	4724	4725	4726	4727	4728
								4729

Figure 47

OTB DEPARTMENT REPORT

Activity: IBS Dept 12 OTB

UserID: 'AP01C'

Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,568	\$0	\$0	\$163,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$316,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,879,262	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	-\$34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,956,573	-\$48,889
2002	7	\$12,497,152	\$581,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$699,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,787,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$11,286,697	\$353,820	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,987,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,076,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0

4840

4841

All Stores	Revenue Budget (dollars)	Inventory at End (dollars)	Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)	Lost Sales (dollars)	Total Unfilled Production Need (dollars)	Statistical Overstock (dollars)	Available Statistical Overstock Above MOQ (dollars)
\$2,973,852	\$2,816,928	\$14,071,372	\$14,000,000	-\$71,372	-\$71,372	\$206,608	\$0	\$1,203,852	\$0
\$3,639,373	\$2,432,167	\$12,470,927	\$12,200,000	-\$270,927	-\$270,927	\$80,258	\$83,293	\$839,028	\$0
\$3,416,106	\$2,517,575	\$15,559,873	\$15,800,000	-\$1,360,097	\$240,127	\$42,402	\$48,889	\$521,969	\$0
\$3,839,831	\$2,905,285	\$12,497,152	\$12,200,000	-\$3,030,506	-\$297,152	\$128,337	\$0	\$320,984	\$0
\$2,983,861	\$1,936,876	\$11,273,057	\$11,400,000	-\$4,563,860	\$126,943	\$77,950	\$0	\$220,897	\$0
\$2,860,291	\$1,976,235	\$11,858,582	\$12,000,000	-\$6,950,446	\$141,418	\$284,635	\$0	\$18,984	\$0
\$3,179,547	\$3,399,624	\$12,787,073	\$13,000,000	-\$10,646,522	\$212,927	\$151,491	\$0	\$1,003	\$0
\$5,739,698	\$6,804,840	\$11,286,697	\$11,500,000	-\$11,146,522	\$213,303	\$63	\$0	\$59	\$0
\$2,651,875	\$1,956,154	\$12,119,963	\$12,300,000	\$12,080,000	\$180,037	\$24	\$0	\$0	\$0
\$3,550,184	\$2,724,119	\$11,732,325	\$11,900,000	\$11,735,000	\$167,675	\$28	\$0	\$0	\$0
\$2,643,510	\$0	\$11,076,576	\$11,300,000	\$11,251,000	\$223,424	\$27	\$0	\$0	\$0
\$2,632,780	\$0	\$11,001,811	\$11,300,000	\$11,279,990	\$298,169	\$27	\$0	\$0	\$0

4842

Figure 48

Figure 49

4901 → Date

3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
10	10	10	10	10												
					10	10	10	8	8	8	8	8	8	8	8	8
								yes								
								-0.2								

4930

4905 → Actual unit sales
 4910 → Projected unit sales
 4915 → Cannibalization date
 4920 → Cannibalization factor

Figure 50

5001 → Date

3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
10	10	10	10	10												
					10	10	10	8	8	8	8	8	6	6	6	6
								yes				yes				
								-0.2				-0.25				

5030

5040

5005 → Actual unit sales
 5010 → Projected unit sales
 5015 → Cannibalization date
 5020 → Cannibalization factor

T02720" 92250650

Figure 51

5101 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5105 → Actual unit sales	10	10	10	10	10	10	10	10	10	8	8	8	8	12	12	12	12
5110 → Projected unit sales						10	10	10	10	8	8	8	8	12	12	12	12
5115 → Cannibalization date									yes				yes				
5120 → Cannibalization factor									-0.2				0.5				

Figure 52

5201 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5205 → Actual unit sales	10	10	10	10	10	10	10	10	10	8	8						
5206 → Past unit sales cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2	-2	-2								
5210 → Projected unit sales																	
5215 → Cannibalization date									yes								
5220 → Cannibalization factor									-0.2								

Figure 53

5301 → Date	3/4/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5305 → Actual unit sales	10	10	10	10	10	10	10	8	8	8	8	6	6	6	6	6
5306 → Past unit sales cannibalization adjustment	-4	-4	-4	-4	-4	-4	-4	-2	-2	-2	-2	yes				
5310 → Projected unit sales														6	6	6
5315 → Cannibalization date								yes								
5320 → Cannibalization factor								-0.2				-0.25				
								↑ 5330				↑ 5340				

Figure 54

5401 → Date	3/4/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5405 → Actual unit sales	10	10	10	10	10	10	10	8	8							
5406 → Past unit sales cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2									
5410 → Projected unit sales														6	6	6
5415 → Cannibalization date								yes								
5420 → Cannibalization factor								-0.2					yes	-0.25		
								↑ 5430					↑ 5440			